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BIG MONEY IN OATS

And How to Grow Them

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GALLOWAY BROS-BOWMAN CO.

OAT SPECIALISTS WATERLOO, IOWA.

What Some of Our Bankers Say

These Bankers All Have Farms and Know the Merit of Good Seed Oats and the Value of this New Seed

Waterloo Loan & Trust Co.

WATERLOO, IOWA Dec. 2, 1909.

Galloway Bros. are well known Seed Merchants of this City. They were both raised on a farm in Tama County, Iowa, but now own and Operate one of the best farms in Canada.

At considerable expense a few years ago, they secured Imported Seed Oats, which are understood to be the finest oats grown anywhere, and they are now raising these oats and selling them to farmers in every State in the Union.

They know their business, are thoroughly reliable and are financially able to carry out any contract that they may enter into.

Respectfully,

Ben J. Hanna
Vice-President.

BJH/HEB
9 a. m.

CITIZENS SAVINGS BANK

Waterloo Iowa Dec. 2, 1909.

Wm. Galloway and J. W. Galloway, of the Firm of The Galloway Bros., are good customers of this Bank, and are both personally known to me.

They own and operate one of the largest farms in Canada, and are deeply interested in trying to increase the yield of oats in this Country. They are specialists along this line, and produce the best oats that I ever saw. They spare neither money nor time along these lines, and are selling oats in every part of the Union.

These gentlemen are absolutely reliable, honest, upright and all statements made by them, can be fully relied upon. They are financially responsible and are of high standing and of excellent credit in this City, as well as abroad.

Any inquiry received by us, will receive careful consideration.

Very respectfully,

W. R. Jamison
President.

WRJ/HJB
9 a. m.

BLACK HAWK NATIONAL BANK.

"The Bank of Stability and Progress"

CAPITAL AND SURPLUS $200000

WATERLOO, IOWA, Dec. 2, 1909.

TO WHOM IT MAY CONCERN:

It gives me pleasure to attest the ability of Galloway Bros. of Waterloo, as oats specialists. They were born and raised upon the farm and accordingly are familiar with all the needs of the general farmer. They operate one of the largest seed oats farms in the country at Lajorde, Saskatchewan.

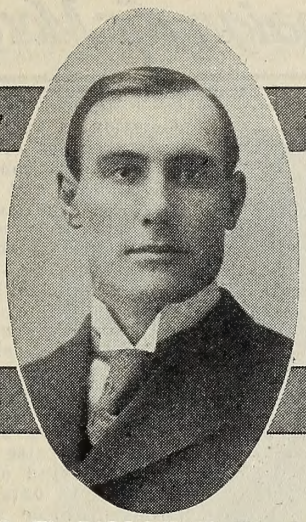
They are thorough and painstaking in their work, of untiring energy and unquestioned integrity, which accounts for their phenominal success as seed specialists.

I, personally, saw some of the oats they grew, on a forty acre tract near Waterloo which thrashed out over seventy bushels an acre, the grain standing some four and one-half feet as compared with oats of about three feet across the road.

They are valued customers of this bank, have financial responsibility and are doing commendable work in importing seed well adapted for our climate for the farmers of the United States.

F. W. Powers
Vice President.

WILLIAM GALLOWAY, Pres.
Also Pres., The William Galloway Co.,
Waterloo, Iowa



J. W. GALLOWAY, Vice-Pres.
And Farm Supt.
La Jord, Sask., Canada

PROF. M. L. BOWMAN, Treas. & Gen. Mgr.
Former Prof. Farm Crops, Iowa
Agricultural College

A Fighting Campaign for More and Better Oats

By Galloway Bros. and Prof. M. L. Bowman, Oat Specialists

Every farmer wants to make more money on his farm.

The question is—

How can it be done?

In almost every line of agriculture, today, improvements have been made; better stock; better corn; better cotton; better alfalfa; better fruit and vegetables of all kinds, all of which has been done by breeding. But it seems that oats, one of the most important crops and easiest to grow, has been left out until the last two or three years.

Of all the crops that grow on the great American Continent nothing is so easily grown and as reasonably sure as a good crop of oats, if the right kind of methods are pursued. You can't raise good oats, from poor, inbred seed any more than you can raise good cattle or pigs, or good corn, unless you select the best. It is an absolute impossibility.

We make a specialty of growing pure seed oats on our farms located at La Jord, Saskatchewan, Canada, new, fresh, clean land on the Arcola Branch of the Canadian Pacific Railway, located twenty-three miles southeast of Regina, the capital of Saskatchewan, Canada.

The firm of Galloway Brothers-Bowman Company is composed of William Galloway, president of the William Galloway Company, Waterloo, Iowa; Mr. J. W. Galloway, who has been farming in Canada and located at La Jord, Saskatchewan, for the last seven years, and who has made a special study of the oat crop; Prof. M. L. Bowman, recent Professor of Farm Crops at the Iowa State College and secretary of the Iowa Corn Growers' Association.

For a time William Galloway and J. W. Galloway, under the name of Galloway Brothers, grew, imported and sold oats in the United States, but owing to the tremendous possibilities and demands for seed of the character that is produced on this magnificent seed farm, they associated with them last year Prof. M. L. Bowman, well known throughout the West as a man that has perhaps done more to better the quality and quantity of the oats crop than any other living man in America within the last few years.

He was the man who inaugurated the Seed Oats Special trains that traveled all over Iowa, preaching more and better oats and how to grow them. He has written an article in this booklet which you surely must read, entitled "Improving the Quality and the Quantity of the Oats Crop," which certainly is valuable information to any farmer. It is facts from experience. By adding his experiences to the firm of Galloway Brothers it makes one of the greatest combinations for pure seed in this country.

They also expect to sell all kinds of coarse grain seeds, but have made a vow that they will not sell seed of any kind or nature unless it is absolutely the best and pure. In addition to coarse grain seeds they will make a specialty of clover seed and grasses.

The company has been incorporated with an authorized capital of $300,000, and has added to it an Advisory Board composed of some of the best posted men in this line of work in the state of Iowa, including:

Prof. P. G. Holden, the great corn man of Iowa—a household name to the farmers of America—who has perhaps done more to improve the quality and quantity of corn and arouse more interest in better agriculture than any other one man.

Fred Klopping, residing near Underwood, Iowa, a prominent supporter of better agriculture and a business farmer in every way.

M. McFarlin, Des Moines, Iowa, Chairman Grain Improvement Committee of the Western Grain Dealers' Association.

Fred McCulloch, Hartwick, Iowa, treasurer of the Iowa Corn Growers' Association.

R. M. Gunn, Buckingham, Iowa, farmer and stockman, president of the Cedar Valley Short Course.

Grant Chapman, recent president of Iowa Corn Growers' As-

A Fighting Campaign for More and Better Oats

Look at these. Follow the arrows. See the three kernels to the pod. Big, plump oats; heavy like wheat. Stiff straw, large white berry, thin husk, enormous yielders.

This is an actual photograph taken from two stalks from Galloway Brothers' field. Over two hundred kernels to the stalk; from the Regenerated Swedish Select—the greatest oat on earth. If you will look closely where some of the pods are opened you will notice three kernels to each pod. This is what breeding will do.

sociation, a very prominent and successful farmer near Bagley, Iowa.

The object of this Advisory Board is to take up matters pertaining to the great cause for which we are putting up a fight—for more and better oats and other cereals. The officers and directors of this company and the Advisory Board have agreed together that they positively and absolutely will not offer any seed unless it is pure and free from foul materials that will injure land and crops. So that when you buy seed from this company you have a guarantee that is backed up by men who mean business and are in earnest, not simply a guarantee in words.

Before Galloway Brothers commenced to raise this seed on a large scale, they selected the best known varieties of oats, bought only absolutely pure seed and kept it pure by putting it in on new, clean land, carefully formaldehyding every bushel every year, cultivating the ground properly, putting the seed in at the right time, and giving it a chance to do its very best and reach its highest point of development.

You can raise a good oats crop if you will only try and start it with the right kind of seed. There is everything in the right kind of seed, not only in oats, but in corn, live stock and everything else.

Some people who live in localities where they had a good yield of oats last year may think that it is not necessary to buy new seed, but you will find that by putting in this fresh, vigorous, healthy seed, grown in the natural home of the oat (Canada), where it reaches its highest point of development, that it will pay you, and pay you big, to try ten or twenty bushels and start a seed patch of your own.

Our experience in the last two or three years proves beyond question that oats grown from our seed, if it gets a fair chance, will yield from 50 to 100 per cent more than the average run-out oats.

SEED PATCH EXPLAINED. READ THIS SURE

Right here we want to impress on you one of the most important features of this booklet, and that is the importance of a seed patch.

On the following page you will find the five things necessary to produce a good crop of oats. Read them over carefully, but most important of all, the thing that the farmers of this country most need and must do sooner or later and will all come to it, is a seed patch of their own. This is absolutely necessary and essential if you want to grow oats in this climate.

Now, don't misunderstand the meaning of seed patch. Here's what it means:

It's not simply a thing for this year, but for every year. Every year the farmers of this country should put in a seed patch of from five to ten acres in the corner of their oat field, for the exclusive purpose of raising nothing but seed for the following year, to be used in sowing their fields and in sowing another seed patch.

If the farmers of this country would put in a five-acre seed patch every year for this purpose and carefully grade, clean and formaldehyde the seed that goes into this seed patch, and above all, start it with the right kind of seed, they would be very much surprised at the result.

The seed that they get from the seed patch next year should be carefully cleaned and graded and seed taken from it for their entire field, and by repeating this operation year after year and sowing only the big, healthy, plump oats, it is possible to get the average oat crop of this country much higher than 27 bushels to the acre.

Our Experience has been that at the present price of oats there is no grain pays the farmer, year in and year out, as well as oats, because it is easy to raise, a reasonably sure crop, and by following this seed patch plan you can increase its efficiency 100 per cent. By starting the seed patch with oats that are already developed to their highest point of development, and by following these rules described in this booklet and the seed patch plan, unless very extreme, unfavorable weather conditions arise, you are almost absolutely sure of a big yield, not ten or twenty-five bushels per acre, but from fifty to a hundred bushels per acre.

And right here we don't want you to misunderstand us. We do not believe in making exaggerated claims like some and trying to make people believe things about big yields that are not true. When you get a yield of oats around 110 and 120 bushels per acre, it is just about the limit. This we have found from experience. In the States it is possible to get this yield—in Minnesota, the Dakotas, Wisconsin, Michigan, northern Iowa, Illinois, Nebraska and all the northern states; it is possible in the central states to get from 60 to 100 bushels per acre.

and in the southern states from 50 to 75 bushels, by following the seed patch plan, starting in with the right kind of seed and carefully observing the information in this booklet on "How to Improve the Quality and Quantity of the Oat Crop."

The Great Trouble Today Is that the average oats that are grown are entirely run out. Their vitality is gone; it has been sapped out years ago, and no matter how much you cultivate and take care of them, they will not yield a decent crop, any more than a scrub boar or bull will produce good pigs or calves, or nubbins will produce good corn.

This is evidenced by the experience we had last year, having sold thousands of bushels of this same seed all over the United States, and having letter after letter here in our office showing that on the very same ground, with the very same identical cultivation and treatment, a difference of a foot or more can be noticed between the two different seeds—our seed and ordinary seed—before the grain is half grown and while it is in the grass state.

Besides this, our oats stand up well and in many cases resist rust. They are bred to produce stiff straw and will stand up when other kinds fall down. Farmers who bought these oats from us last year wrote us their oats went double and in many cases triple from our seed compared with their common, old, inbred, run-out seed.

Notice the photographs in this booklet. Study every one of them. These are actual photographs which speak for themselves. They are not made-up pictures like some seed men get clever artists to get out, which are more or less deceiving. Remember there is a big difference between a picture from an actual photograph and a picture from a drawing. There is not a single drawing in our catalog. Every picture is from an actual photograph. It will pay you to put in an hour carefully examining this catalog and reading what the people say who have tried our oats.

LOOK HERE! Three kernels in a pod from an actual photograph. This photograph shows just how these oats develop on our Canadian farm. Many farmers have gotten these same wonderful results in the States. Some in Iowa, but of course you should bear in mind that if you should strike unfavorable climatic conditions, we cannot guarantee three kernels in a pod. In some cases where weather conditions were not exactly right in our experience, by carefully examining the grain, in some cases we noticed that the three kernels were formed but only two of them reached the full development. One of these cases was in Colorado in a season when it was very dry. These oats originally are bred to produce three kernels in a pod and will do it when conditions are right in every way, but we do not guarantee it, neither can any other body guarantee it in unfavorable conditions. However, these are the oats to start your seed patch with. This we know from experience. They came from Canada, the natural home of oat and from where they reach their highest point of development. Start your seed patch with this oat. We also know from experience of where these gave from 50 to 100 per cent better yield than the average run-out inferior oats.

J. J. HILL, THE GREAT DEVELOPER OF THE NORTHWEST

and a far-sighted agriculturist, says that this country will have to increase its crops double all the way around in order to feed the people in a very few years, the way the population is increasing. For this reason, and especially at the present price of land, it behooves every farmer to produce more bushels per acre than he ever did before.

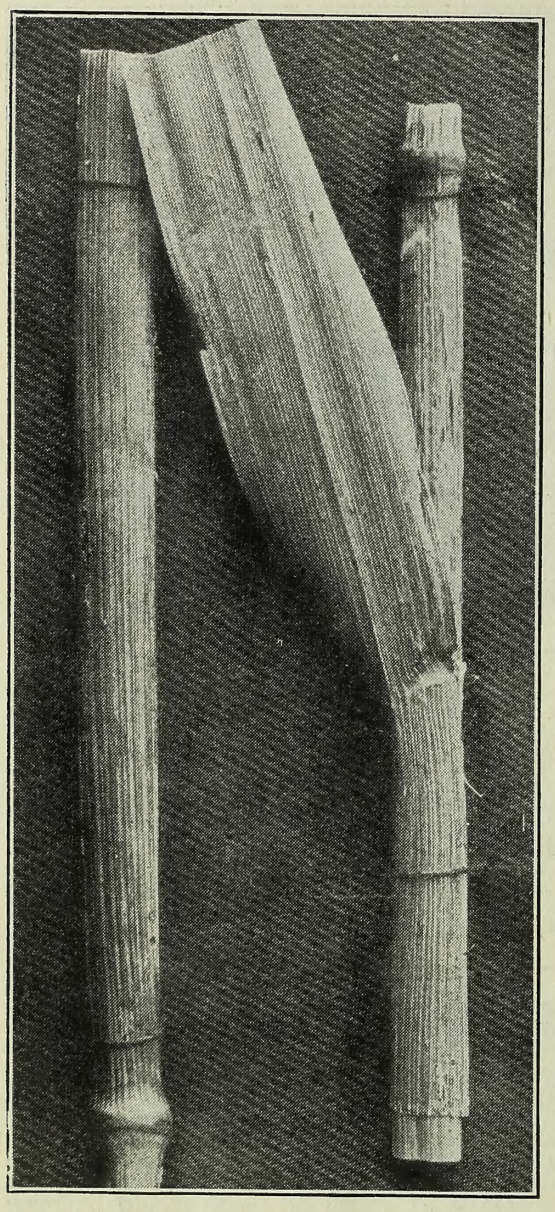
It can be done only by doing these five things:

First—Preparing the ground properly.
Second—Putting the seed in properly—by drill if possible.
Third—Grading and cleaning your seed.
Fourth—Putting in seed that is not inbred and run out.
Fifth—Time of seeding.

Look at a few of the photographs in this booklet and read a few of the letters from farmers who took our advice and tried ten or twenty bushels of this Imported Canadian seed last year. Many of them write that they wish they had bought more and that they can sell every bushel two or three times over in their neighborhood for seed at a fancy price, and that the oats raised from our seed are not only the best they ever raised or saw, but their neighbors declare the same thing. The reason they made these yields is not because their land is better than yours, but because they changed their seed and put in New Imported Canadian northern grown seed that is not inbred and run out.

We do not claim that you can get the same yield from our Canadian Imported seed as we get on our Canadian farm, because our climate is much better for oats than the average climate in parts of the United States, although the northern part of the United States has much the same climate as ours. But we do know you can get a far better yield than you have been getting if you have been using the same old seed oats year after year, by putting our seed in right.

To be very conservative, if your oats are put in right on the right kind of ground from our seed, you ought to be able to get from fifty to seventy-five bushels to the acre, and in many cases, one hundred, just as well as not. Hundreds have done it. It's just as easy to put in and harvest a big, bumper crop as a poor one, and you feel a whole lot better when you are doing it.



This cut shows the actual size of the straw. From photograph of Regenerated Swedish Select Oats. Large, stiff straw, which is the result of breeding. You do not think anything about paying $15.00 or $30.00, or even more, for a pure bred boar, or from $100 to $300 for a pure bred bull of the right bone and size. It's the sameway with oats. This is the bone of the oats

HOW TO MAKE MONEY IN OATS

There is no money in raising oats if you can't raise at least 50 bushels per acre upon land at present prices, but you can make big money in oats even at the market price with this kind of yields.

Now, one way to make money in oats is to specialize in your neighborhood on seed oats. There will always be a good demand. You can build up a local trade that will take all you can raise for seed oats only. This is being done by hundreds of farmers who have bought our oats in the last two or three years and they are meeting with remarkable success. You can do it and do it easy.

Just read on the following pages the letters from many people who did this very thing. Notice the prices they received.

As you have no duty and freight to pay like we have, you can sell these oats right off your farm locally and make big money at this price and your neighbors will be glad to get them.

Besides you have the advantage of showing your neighbors during the growing season just how these oats grow compared with others.

There is no reason why you cannot sell several hundred bushels in your neighborhood for seed, besides getting a good start for yourself. In this way you get the money you originally put into your new seed and you have good seed left for yourself, and you are doing good for the country and are a benefactor besides.

When we first saw these Regenerated Swedish Select Oats we are offering, it was at the Iowa State Fair at Des Moines, Iowa. They looked so good to us that we bought ten bushels. The next week I was at the Minneapolis State Fair, and after thinking it over I decided to double my order. This was three years ago. Then, the following spring, after I talked this all over with my brother and thought of the thousands of farmers who were putting in inferior seed oats, and seeing the way the farmers bought these wonderful oats, we decided to order 250 bushels, which we did. We shipped them to our farm in Canada; the first year they yielded us 109 bushels to the acre. We sold what we did not need for seed and could have sold twice as much. The next year we had an even better yield of 116 bushels to the acre and in 1910 raised still a bigger crop. Have a nice quantity to sell, although from present indications there is going to be a tremendous demand for them, and we advise every farmer to get his order in early and not wait until the day before he needs to use them. You cannot afford not to have the oats on your farm when you are ready to seed.

Last Spring We had to Refund Thousands of Dollars on Orders We Could Not Fill

In addition to the Genuine Regenerated Swedish Select Oats we are offering the Early New Market—Canada's favorite oat. The fact that we have sold thousands of bushels of these oats, not only to other farmers in Canada, but to some of Canada's most prominent seed men and hundreds of customers whose letters you will see in this booklet, proves that it also is a great oat which we offer at a trifle lower price than the Regenerated Swedish Select.

Both of these varieties are early. You cannot go wrong on either of them. From our **experience** last year and the year before both of them did remarkably well in this country.

We Sell Genuine Regenerated Swedish Select Oats in 10 and 20-bu. lots and up, at $2 a bu.

and the Early New Market at $1.50 a bushel. When you consider the duty, freight and handling that we have to pay for, and the kind of seed we offer, these prices are very reasonable. All we ask you to do is to compare samples of Galloway Brothers' seed oats with any other oats on the market and be your own judge. You can buy seed from seed companies as low as $1.30 and $1.00, and in many cases lower, but not this kind. Get samples of both and compare them. We absolutely guarantee seed oats we send you to be exactly like sample and what we want to see is better oats in this country.

We know the oats yield could be almost doubled if the farmers would follow the instructions in this booklet by Prof. Bowman, who has had a wide experience with farm crops, having been connected with the Iowa Agricultural College in this capacity for five years, and who has made a special study of oats.

Now, please remember, that the Genuine Regenerated Swedish Select oats are not the every-day Swedish Select oats that have been sold for years in this country. Don't confuse them with the every-day Swedish Select, because it is the regeneration and breeding that has made them what they are. They are originally bred to produce three kernels in a pod instead of two or three.

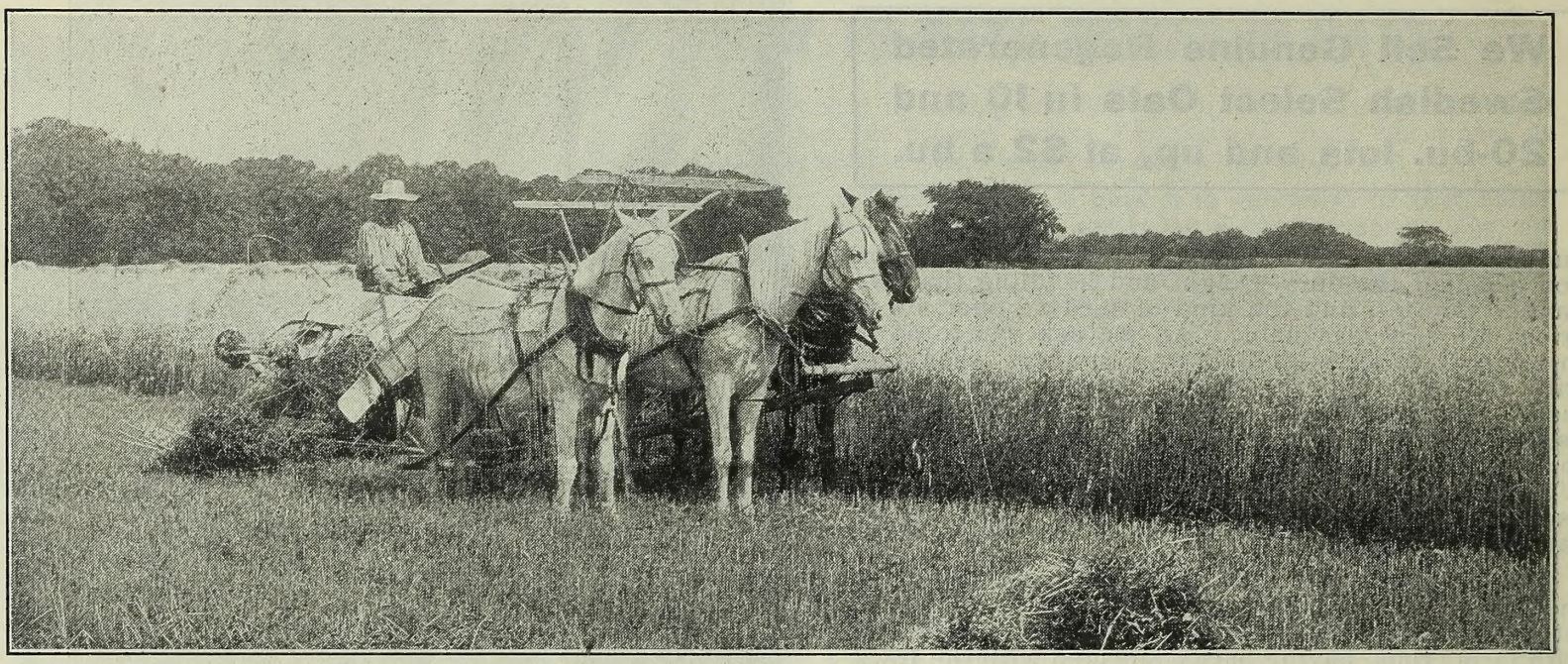
We would like to have you try either one or both of these kinds of oats, which after long and carefully studied experience we pronounce the best all around oats for the average farmer. Remember they are early.

You will notice that we make a specialty of oats, and perhaps have the largest oat farm on the American Continent. We don't believe in raising everything, but we know when it comes to oats there is no body in America can excel the oats we raise. We do not wish you to confuse these oats for a minute with oats that are bought here and there and everywhere by seed men and offered to you as the right kind of oats to buy, because the chances are the seed men never saw the ground on which a great many of these oats they are offering were raised. Do not confuse our oats with ordinary oats that can be bought from the average seed man.

This picture shows roots of Regenerated Swedish Select and how an oat will root if put in on properly cultivated soil. One of the great secrets of raising good oats is a good seed bed, giving the roots a chance to expand and produce a stiff, strong straw, thereby enabling them to hold up the oats at maturity. This is actual size from a photorgraph.

In fact, we have sold thousands of bushels of our oats to seed men, both in Canada and the United States, and the fact that they are coming to us wishing to contract for our seed oats, prove the merit of the grain we raise. Please remember, we are actual farmers and growers and don't take anybody's word for a certain kind of grain, but test it out ourselves before we will offer it to the public.

Everybody is preaching good seed corn; nearly every farmer is educated to the fact it is absolutely



MR. NELSON'S CROP NEAR WATERLOO, IOWA. This crop went 70 bushels per acre while his neighbor right across the road in the very same soil identically went only 25 bushels per acre. This proves it was in the seed not in the ground.

necessary to have good seed corn. The agricultural colleges are spending thousands of dollars educating the people to good seed corn. Why not educate them to good seed oats? They are merely starting in on this work. Last year Professor Holden and Professor Bowman made a trip all through Iowa in a special train, advocating good seed oats. It is just as necessary to buy good seed oats as it is to buy good seed corn, potatoes, vegetables, fruit or well-bred stock, only if anything, the seed oats has been neglected even oftener than any of these other things.

When you pay us our price for this seed you do not get chaff, but big, white, healthy kernel; plump, full and heavy like wheat. The straw is stiff and strong. er will put in a good field of oats properly every year

You need a change of seed. We believe it will pay you to try some of these oats and you certainly cannot afford to put in poor seed on high-priced land, whether you own or rent, because it is impossible to make ends meet by such farming.

The reason there is not a sufficient supply of oats now and that the general average has gone down so low all over the country is because thousands and thousands of farmers are putting in poor, common, run out inferior seed oats. Thousands of them are still using the same seed and then wondering why they do not raise oats like they used to.

Oats of late years have been nearly as high in price as corn. They are ten times as easy to raise; no cultivation after they are sown; no husking in the fall; easy to handle—and look at the price! Why not put in more oats this year?

We have made a study of oats. We find if a farmer will put in a good yield of oats properly every year there is more money in oats year in and year out than most any other crop. We have studied the oats situation and we know the reason better oats are not being raised is because it is the farmers' fault. They are neglecting them, and not giving the attention to good seed oats that they are giving to good seed corn and other lines.

Why it is that one farmer has oats that go 70 to 100 bushels to the acre on one side of the road and his neighbor has oats that thrash only from 15 to 18 bushels to the acre? It is just as Mr. J. L. Slick, Lanark, Ill., says in his letter. Read it now in following pages, also notice pictures

You can raise big oats if you will take the pains and put in the right kind of seed. This letter is the proof. We have hundreds of other letters just like this, some of which can be found further on in this booklet.

PREPARING SEED AND GROUND FOR SOWING OATS

BY J. W. GALLOWAY

Here is a picture of J. W. Galloway, which shows height of oats as grown on Galloway Brothers' Canadian farm. This is from an actual photograph The oats stand over six feet from the ground. Here's what J. W. Galloway says about his experience in raising oats, and the secret of our success.

A GREAT many people are not using the same good judgment that they should in sowing oats as they use on corn and other crops.

Why not take more interest in your oat crop? Some farmers say, "Oh, well, we will only raise enough oats to feed, etc.," when as a matter of fact many farmers do not get enough income from their high-priced land in raising oats to pay the interest on the investment. This is not so much the fault of the land or weather conditions, but is the fault of the farmer. A tremendous average increase of oats could be raised in this country if a few very simple rules were followed out.

The first and most important of all is to put in seed that will germinate at least 95% to 98%. Our seed has been thoroughly tested and will absolutely germinate 97% to 99%. Next in importance is to grade the grain, leaving out the small grains and only putting in large, plump seed, making every one count. This is true in Canada just as well as in the United States. Every bushel of seed grain we put in and offer for sale is carefully graded. Our oats is cheap at the price we charge when you consider this.

I have seen farmers sow oats that actually three-fourths of it wasn't fit to sow,

and yet they expect to get an oat crop. They go out to their bin and shovel up some oats and put them in the same as they would shovel so much corn out of the crib. How big a corn crop would you raise if you shoveled the corn promiscuously as you get it out of the crib, and planted it? You would raise nubbins. If you plant nubbin seed you are going to get nubbin corn, and if you sow light, chaffy oats you are going to get just that kind of oats in return. Remember, seed oats, just like seed corn, should be as uniform in size as possible, and in order to do this it must be graded. Every bushel of oats we offer for sale has been graded every year and formaldehyded, and that's one of the reasons we raise such crops. You can do the same. Look at the sample.

The next great point is the preparing of the seed bed. This is something we are very particular about on our big farm. Whether it is fall plowing, spring plowing or cornstalk ground, a good seed bed is a very essential and important thing. The main reason why this is necessary is to insure a uniform depth so that when the grain comes up through the ground it will all come up at the same time, giving

JUST NOTICE THE HEIGHT OF THESE OATS

This is one of our new oats and known as Black Victor. They are a tremendous yielder and for a black oat have no equal. We have only a limited supply to sell. See price list.

This is an actual photograph of one of our big oat fields showing how the oats stand up. They stood over five and one-half feet tall and with the stiff straw they are bred to produce the tendency to lodge is prevented. J. W. Galloway is standing in the field.

On the back cover of this booklet is shown another field with J. W. Galloway and his family and some friends, all in a buggy with the driving team. Notice how straight and high the oats stand. Some heads as high as the horses' backs. These are real oats, grown on the best oat land in the world. Just try some of them yourself.

every seed an early start. We will say one grain is two inches and another one inch. The grain that is in one inch comes up first and has so much the start of the other grain which does not come up for four, five or even ten days that the other grain does not do much. The result is the late seed gets choked out and is not strong. With a properly prepared seed bed, discing two or three times (we disc four or five times on our farm) then smooth off with a harrow; then put in the seed—you are bound to get every oat down to a uniform depth. Of course, we strongly advise using a grain drill, because this will insure a more uniform depth than in any other way. The grain will start even, grow even, ripen even and a uniform grade is produced.

The Regenerated Swedish Select Oat is an oat that does not stool as much as some other varieties and it is very important that you sow about 3½ bushels per acre if the soil is heavy, or perhaps 3¾ to 4 bushels; but if the soil is light, sandy soil, about 3 to 3½ bushels, according to its richness. The strongest and best oats always grow on the main stalk, and if you sow the oats too thin it has a tendency to stool and the more they stool the more they run each other out, so be sure and not sow them too thin, although we would not advise over 4 bushels to the acre at the extreme outside.

The Regenerated Swedish Select Oats will do well on rich ground if put in properly. This is a demonstrated fact, but care must be used in putting them in. Work your ground to a finish for a perfect seed bed. Every time you disc it you make money in the increased yield that you get at threshing time, because this is absolutely essential to give the roots a chance to expand. Don't sling oats broadcast on corn stalk ground that is full of hoof holes left by the stock, some three or four inches deep, and then disc it covering some of the grain as much as three or four inches deep.

You see the point!

Level the ground smooth—work it—and then sow your oats.

WHAT PROF. HOLDEN SAYS ABOUT OUR CANADIAN GROWN OATS

Everybody knows Prof. Holden, the great seed corn man of Iowa, of national renown. He has done more to increase the yield of good corn and good oats in the United States than any other man. He is one of the originators of the Seed Oats Special Train that traveled all over Iowa last spring. He is keen, wideawake and positive authority along these lines. He is a friend of every farmer and anything he recommends must be right in every way or he would not have anything to do with it whatever.

My Dear Mr. Galloway:

I had the opportunity of examining the oats grown on your farm this year near Regina, Canada. These varieties I consider well adapted to Iowa conditions. While these oats are comparatively new in Iowa, yet they have been grown sufficiently throughout the state during the last few years to warrant me in saying that they possess unusual merit both in yield and quality.

I am anxious that the people of Iowa have an opportunity to secure some of this splendid seed which you have taken so much pains to keep free from wild oats and all other noxious weeds.

Respectfully yours,

P. G. Holden

FARM SCENES ON GALLOWAY BROS.'-BOWMAN CO.'S BIG OAT FARM AT LA JORD, SASK., CANADA

This will show you where the oats grow that we offer you for seed, the ground that they came from, how we work the ground, and our location—from actual photographs.

No. 1. Shows our farm and how close we are to the town of La Jord. See the elevators in the distance and the railroad, giving us quick and easy facilities for shipping.

No. 2. A few of our full blood Percheron horses. Raising good oats is just like raising good horses. You can't do it from run-out parents.

No. 3. This is a picture of three of our pure-bred Percheron stallions. If you want good colts you have to have good horses. Same way with oats. You can't get good oats from chaff.

No. 4. Steam power used on our farm. We have two of these 35-horsepower traction engines used for threshing and plowing. This engine is pulling a 4,000-bushel granary. They are hauled to the middle of the field, systematically numbered and the oats are threshed directly into them from the machine. The grain is then thoroughly graded, separating small oats, so you get nothing but the best.

No. 5. Our threshing outfit. Notice the rich, heavy stubble showing quality of soil. Result of cultivation. Pitch these bundles to the threshing machine for half an hour and your arms will ache. Catch a bundle in the middle with your fork and the end with the oats on drops down on account of the weight of the grain. It is full, plump and heavy like wheat.

No. 6. Plowing outfit. We plow with eighteen plows abreast, and harrow right behind plows before any grain is put in. We disc as high as five and six times, making a perfect seed bed.

No. 7. View of one of our fields of oats, showing grain six feet tall. See team in distance. Notice how straight it stands.

No. 8. Harvest scene. This field was two miles by one-half mile in size. Yielded from 100 to 116 bushels to the acre.

No. 9. Field of barley which shows result of proper cultivation.

No. 10. Galloway Brothers, who stand for better oats and better farming, and who have made thousands of farmers money last year by selling them their Famous Imported Canadian Oats—the Genuine Regenerated Swedish Select and Early New Market Oats.

No. 11. A bumper bundle of oats and a bumper oat meal boy. James Harold Galloway, four-year-old son of J. W. Galloway, manager and superintendent of this great oat farm. Notice how full of oats the bundle is. It is pure solid oats half way down the sheaf. It makes your arms ache to pitch these sheaves, because each one has about a half bushel of oats in it.

We believe in making every square foot of our land produce a good crop by farming and cultivating it right.

"Intensified Farming and Pure Seed," is our motto.

It has won.

It will win anywhere—in Canada or the United States.

You can get bigger yields on your farm, too, because after all it's Net Results at the threshing machine that count.

Some people thought when we first paid $2.00 and $2.50 a bushel for new seed oats that we were paying too much, but it is the Net Results that count after all. We have neighbors in Canada who raised less than a third as much as we did, because they were not particular. We are particular.

Two years ago we paid $2.50 a bushel for a new black oat, bred in England, that went 150 bushels per acre. This oat we are now offering in limited quantities for seed.

Figure this yield up at even the market price and see if the original seed at $2.50 was high.

It was cheap even at a higher price, compared with poor seed, even if the poor seed were given to us, because it would not yield a third as much as the high quality seed.

This is another case of where Net Results is what counts.

Let these two words—
N-E-T R-E-S-U-L-T-S
be your watchword for 1911 and try 10 or 20 bushels of each kind of these oats and we believe you (like others who have tried them) will be satisfied with the Net Results at the threshing machine next fall.

The same old story of "My oats will only make one-half a crop this year." is getting pretty old and tiresome. Why not do something to change conditions? Just try.

How Our Canadian Grown Oats Yield in the United States.

A Practical Demonstration of what Our Oats did Here in Waterloo—*By Wm. Galloway*

NATURALLY, this is what interests you the most. You know that it is easy to raise almost any kind of grain in Canada. The question with you is—how will they do in the United States? I will tell you my personal experience.

Right near our factories here in Waterloo our company purchased forty acres of ground. In 1908 a very poor crop of sweet corn was taken off from it because it was not farmed properly.

The ground, however, was fertilized and in the spring of 1909 I instructed my renter to put in some of our Canadian raised Genuine Regenerated Swedish Select Oats. He first prepared the bed, the cultivating the ground thoroughly and carefully; put in the seed grain at about four bushels to the acre and this picture is the result.

I am six feet two and one-half inches in height and this picture was taken when the oats were dead ripe, the same day Mr. Larson was harvesting them. By taking hold of the oats and and stretching them up full height you will notice they come up to within one-half foot of my shoulders and were four and one-half feet high.

Now, you understand this is a crop raised on land that was considered no good, but made a yield by weight of over seventy bushels to the acre.

Picture No. 2 shows the same field and my two sons, Dwight Galloway to the right, William Ross Galloway in the center, and Mr. Larson's little boy next, and Mr. Larson my renter, to the extreme left. This shows just what can be done by proper cultivation, properly put in seed and by using seed that is not inbred or run out, but graded so that every kernel counts when it comes to germination, growing healthy, vigorous oats with stiff straw and vitality to stand up.

No. 3 on page 13. This picture shows The William Galloway Company's factories in the rear. Notice how these oats stand up and how they are solid grain from the top almost half way down. This is the kind that makes the weigher of the threshing machine click fast and often.

This year this piece of ground instead of yielding the owner and renter nothing—poor, thin land as it is—by fertilizing with barnyard manure put on with a Galloway Manure Spreader, properly cultivating and putting in the right kind of seed, brought at the market price here in Waterloo at the rate of $28.00 an acre, or $14.00 each for land owner and renter.

No. 4 will give you an idea of how the sheaves tie up, Also how the grain looks after being pulled up by the roots showing the exact height.

While this crop is not as heavy as a great many crops raised in the United States by people who bought our seed last year, some running as high as seventy-five, eighty, ninety, ninety-two and 100 bushels per acre, yet in testing this seed on this poor land we demonstrated what can be done all over the United States if the five simple rules as described by Prof. Bowman in this booklet, on oats cultivation, are carried out.

If these five rules were carrid out universally in the United States it would add millions of dollars to the pockets of land owners and renters and this test is simply an object lesson.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP

By Prof. M. L. Bowman, former Professor of Farm Crops, Iowa Agricultural College

This subject will be taken up under five headings: *First*, Varieties; *Second*, Time for Seeding; *Third*, The Value of Fanning and Grading the Seed; *Fourth*, Preparing a Seed Bed; *Fifth*, Preparing the Seed and Seeding.

I—VARIETIES

HOW interesting it is to study the many different varieties of oats which are being grown. It may be said that comparatively little attention has been paid to the different varities of cereal crops, especially when we compare it with the attention that has been given to the breeding of our live stock. For many years we have known of the various breeds of cattle, horses, sheep and swine. Short horns, Galloway, Herefords, Angus, Jersey, etc., etc., are common names to the average farmer.

Within the corn belt the farmer has, especially of recent years, been taking considerable interest in his corn, until such varieties as Reid's Yellow Dent, Leeming, Gold Mine, Golden Eagle, Silver King, Legal Tender, Boone County White, etc., etc., have become quite common terms; yet the oat crop, which is indeed one of our most important cereals, to which we devote many millions of acres of ground annually, has received indeed comparatively little attention. This will apply especially within the corn belt.

It is certainly time that we appreciate the fact that different varieties of oats have their different characteristics just as well as the different varieties of corn and different breeds of stock. This matter is forcibly brought to one's attention when they see from 60 to 70 different varieties of oats growing side by side, as may be seen at some of our experiment stations. One variety will be found lying flat on the ground; while another just opposite, put in the same day, the same amount of seed per acre, is standing erect. One variety 4 to 4½ feet from the ground; another 2½ to 3; one yielding 15 to 20 bushels to the acre, and another 60 to 80 bushels to the acre, when they have had the same conditions under which to demonstrate their ability to produce.

Varieties Differ Greatly

Oats have generally been distinguished as to whether they are early, medium or late. However, within these three classifications there are a great many different varieties. Some of my readers may have been in parts

How Generally Distinguished

Above is a picture of Mr. H. A. Smucker's field, Waterloo, Iowa. They look happy don't they? Why shouldn't they? They have raised a big bumper crop of oats a crop that pays—a crop that brings money that can be used for a dozen things around the home and around the farm. Here are Mr. Smucker's own words: "We hold up our right hands to show the right kind of oats to raise, the right place to get your seed and the right way is the Galloway." This is the kind of grain he raised by planting some of Galloway Brothers' Early New Market Oats. He put in 50 bushels of this seed. They were early and went double what his other oats did.

Galloway Brothers, Waterloo, Iowa. Waterloo, Iowa, Sept. 14, 1909

Gentlemen: I enclose photo of my oats which went 57 bushels to the acre. It was the finest oats I ever raised. This picture was taken down in the field just as it stood. I am positive this oats would have made 65 or 70 bushels if we had not had that last rain and hot weather just as it began to fill. We are holding up our right hands to show this is the right kind of oats to grow, the right place to get the seed is from Galloway, and the right way is the Galloway.

Yours truly, H. A. SMUCKER.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

of our northern states or in Canada, where it is not uncommon to grow 75, 80 and 100 bushels of oats to the acre.

In the first place, we must admit that some sections of our country are much more suitable to the production of oats than are other sections. In this particular it is very much as one of the good farmers expressed himself on the Seed Oats Special Train which was running in Iowa last spring. He said, "If we could change this bloomin' weather we could grow all the oats we wanted." It is a very common occurrence to have four, five or six days along the latter part of June or the first of July, often at a time when the oats are starting to fill, that the weather will be very warm, accompanied by an occasional rain, followed by rust. This saps the vitality of the plant, prevents its filling and often causes a loss of from 15 to 30 and 40 bushels to the acre because of the oats being light in weight. To be most successful in the improvement of the quality and quantity of oat crop, it is necessary that the farmers grow those varieties of oats which are best adapted to the conditions which have to be met.

Unfavorable Climatic Conditions

Northern Grown Seed

In this connection there is a marked contrast between seed corn and seed oats. For example, with our seed corn there is no question but that there is no corn so well adapted to a

HOW THEY DID IN ILLINOIS. Here is what a prominent breeder says about our oats. This man is one of the up-to-date kind—one who raises everything good, raises full blood Percheron horses, Poland China hogs, Short-horn cattle and Barred Plymouth Rock chickens. He received 80 bushels to the acre, while his neighbors who put in inferior seed only reaped 15 to 18. It's another case of "Whatsoever ye sow, that shall ye also reap." Here is what Mr. Slick has to say:

William Galloway, Waterloo, Iowa. Lanard, Ill.

Dear Sir: In regard to the Regenerated Swedish Select Oats I bought from you. I am more than pleased with the oats.

Of the twenty acres sown of this seed, fifteen acres averaged eighty bushels per acre of nice, healthy, plump oats, weighing thirty-seven pounds to the bushel. Some of my near neighbors sowed very inferior seed and reaped from fifteen to eighteen bushels per acre.

Last spring, when I bought this fresh seed from you at what at that time seemed to be pretty high for seed oats, I kept this purchase pretty much a secret lest it might furnish amusement for the public at my expense; but now since we have threshed and compared the yield of this with that of our near neighbors, there is no longer any reason to hold the facts a secret. They averaged fifty inches high, free from any foreign seed, all and pure oats.

Very truly yours, J. L. SLICK.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

man's conditions as that corn which has been grown in his own locality and properly selected for a period of years. Much greater yields and a much better product is secured in the Mississippi Valley than farther north.

Such conditions, however, are not true with the oat crop. In the north lands, Canada for example, the oat reaches its highest state of perfection. The yields are much greater, the kernel full, plump, and much heavier, causing the oat to weigh a great deal more per bushel. Now while with corn it is not desirable to bring seed from the south to the north, or from the north to the south, from the standpoint of yields; yet with oats, thousands and thousands of our farmers have clearly demonstrated from actual experience that the matter of getting new seed from the north is most profitable.

It has been a very common practice with very many of our farmers to get some new seed from the north every few years, because by actual experience they found that the all important result of more bushels to the acre naturally followed. Not enough of our farmers, however, are following this practice of getting new, strong, vigorous seed; not necessarily purchasing enough for a large field but the very essential matter of securing enough for a seed patch.

As to whether or not we have a heavy or light yield of oat, this largely depends on whether or not the oats are filled out well and are of heavy weight; therefore, in those districts where the season is such that the later oat fills well, it is generally found to be a heavier producer than the earlier oat. The real early oats are very generally smaller in size, both in seed and plant.

Oats Must be Filled to Weight and Yield Heavy

It is not uncommon to find two fields of oats divided by a barb wire fence; on one side of the fence the oat, weighing from 32 to 44 pounds per bushel and

A Fighting Campaign for More and Better Oats

A GREAT OBJECT LESSON. A picture that is worthy of the study of every farmer. This is what I call a business farmer—a man who believes in making every lick count—a farmer who knows that it is just as easy to raise good stock, good grain, and good everything else, as poor, inferior stock, grain and vegetables. It does not take any more labor, and in some cases not as much, and look at the difference. Read this man's own words below. He has two kinds of oats here and two kinds of stock. To the left is a bundle of Regenerated Swedish Select Oats and a pure-bred Holstein calf four months old. To the right is a bundle of ordinary oats and a grade calf seven months old. Notice the difference in the size of these sheaves and notice the difference in the size of the calves, and the age. Could a better example of the right kind of seed and stock be found?

William Galloway, Waterloo, Iowa. Box 87, Clark's Grove, Minn.

Dear Sir: It was a show to see the oats standing in the field. I have not seen anything like it before, neither have I seen anything that would compare with the oats I got from you, in my whole neighborhood. The oats stood up and were from four to four and one-half feet long. I have just had the picture taken of our oats and a bundle of common oats, both buudles pulled out of two grain stacks, and I do not think I need to write which bundle is from your oats. I am sending you a picture of a pure bred Holstein calf, four months old, standing by that bundle of oats from your seed; and on the same picture a grade calf, seven months old—just to show the difference between pure bred oats and common oats and pure bred stock and common stock.

I am highly pleased with the oats.

CHRIS. ANDERSON.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

Great Contrast In Yields

from 40 to 95 bushels to the acre and even more while on the other side of the barb wire fence the oats weighing from 16 to 20 pounds to the bushel and from 18 to 25 bushels to the acre. We would, of course, not blame the barb wire fence for this difference, and while the land and the preparation of the seed bed may have had its influence, in most cases it would be found that the character of the seed used was also largely responsible.

It is not generally advisable to send away for all of your seed oats. Every farmer, however, should have his seed patch where he can try two or three different varieties. This is a much safer and better plan.

Every Farmer Should Have a Seed Patch

Enough seed should be secured to plant a seed patch of at least five, ten or fifteen acres from which seed may be had for planting a larger field the following year. The time is coming when a very large percentage of our farmers will have their seed patch from which they secure their seed for the following season.

II—SEED EARLY

It is a common thing to hear some one complaining because of some unfavorable weather, about the time when the oats are filling, often reducing the yield from 25% to 100%. The weather is something we cannot control, but we can help the matter very materially by putting our oats in early.

No doubt many can remember of some specific instance when for example, it warmed up the latter part of March sufficiently so that a neighbor got out his disc, disced the ground a couple of times, harrowed it a couple of times and put in his oats. Probably you can remember that it occured to you that this neigh-

Here are some photographs of Mr. H. J. Ganiere's field, Jesup, Iowa. Just look at these oats. This is a case of a man getting what he sows, and of the old and oft repeated Scripture saying: "Whatsoever ye shall sow, that shall ye also reap." This man reaped a good crop. The harvest was bountiful for him. Here is what he says about the oats in his own words:

Galloway Brothers, Waterloo, Iowa. Jesup, Iowa, Dec. 9, 1909.

Gentlemen: I bought some of your New Market Oats. They yielded a third more than my own seed to the acre and they weighed 45 pounds to the bushel, my seed 34 pounds. They have a good straw which makes them stand up well. It pays to buy seed oats that have been raised in the north.

Yours very truly, H. J. GANIERE.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

bor was getting a little ambitious and you thought to yourself, "Neighbor Jones will put those oats in again." The weather continued favorable and the oats reached the height of three or four inches when a cold spell came lasting several days, freezing the oats down to the ground; possibly a snow also came and then you were surer than ever that Neighbor Jones would have to put those oats in again. Later on it turned warm and you were expecting to see him every day, getting out and disking up his field and replanting his oats; but what happened? The chances are, as you recall this incident, you will remember that when the warm days returned this oats field began to green up again and when the thrashing machine came around, Neighbor Jones was the man who had the heaviest oats and the heaviest yield per acre.

Early Seeding Important

The very best way to contend with unfavorable climatic conditions, such as for example the Iowa, Nebraska, Kansas and Missouri farmer so often has to contend with, is to use the earlier variety of oats, and put them into the ground in the spring just as soon as the ground can possibly be put into good shape. Sometimes the early spring is such that it seems almost impossible to put our oats in properly and at the proper time. It is not a matter of what time of the moon, but merely a question of getting the ground in shape as soon as it can possibly be done.

III—THE VALUE OF FANNING AND GRADING THE SEED

I wonder if every one of my farmer readers owns a fanning mill, or if not, if he fans and grades his seed oats thoroughly before planting them? As a matter of fact, we find that only about one-tenth of our farmers own fanning mills, and that between 50% and 75% of the oats used for seed purposes never see anything

Were You Ever Guilty of Neglecting Your Seed?

but a scoop shovel in the way of a fanning mill, after they have left the thrashing machine, before they are put again in the ground for seed. How well the farmer recognizes the fact that it is unprofitable to go to the corn crib with

A Fighting Campaign for More and Better Oats

Here's the picture of a pioneer farmer in Wisconsin who used to raise 70 to 80 bushels to the acre when the land was new, according to his letter below. He has been farming since 1844 in Wisconsin and he says these were the best oats he ever raised. Now, this is proof positive that it was new seed he needed and not new land. The land is alright if you put in the right kind of seed. You can raise oats like you used to on new land years ago if you put in the right kind of seed and cultivate the land right.

Galloway Brothers. Waterloo, Iowa. Brandon, Wis., Nov. 17, 1909.

Gentlemen: I will try to tell you something of the oats bought of you. We measured the ground with a rod pole and made two acres and sixteen rods and measured 196 bushels by weight, or 92 bushels per acre I am pleased with the oats and have farmed here in Wisconsin since 1844, and say they are the best oats I ever raised, but when the land was new we sometimes had 70 to 80 bushels.

Yours truly, H. G. MATHEWS.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

a scoop shovel and scoop five or six bushels of corn of various sizes of ears and stages of maturity into a hand sheller; then shell the corn and proceed to plant it. The farmer of today is fully realizing the fact that it pays to have the best possible seed that can be secured for the planting of each acre; that it pays to shell and grade the tested corn and calibrate the planter so that three strong, vigorous kernels of corn may be planted in every hill. Yet in the light of these facts how many of us go right to our oat bins with that same scoop shovel and scoop four or five hundred bushels of oats over the fields by way of an endgate seeder without having previously touched the seed since it left the threshing machine? We can never hope to increase the quality and quantity of our oat crop until we thoroughly fan and grade our seed. As it is, a very large amount of the seed that is used is either of very light and immatured grains, or on the other hands, contains much of the small pin oats. In Iowa for example. If the seed oats that are generally used for seed were thoroughly fanned and graded it would be found on an average that not more than 50 to 60 bushels would be fit for seed out of every 100 bushels that is now commonly used.

Good Seed Always Pays

Too Much Light Seed

Many of the late oats which have been grown throughout the middle West have in late years only been weighing from 16 to 22 and 23 pounds to the bushel. It is very evident in such years that many who have been using the same seed from year to year did not fan their seed properly, for had they ever put their oats through a fanning mill and the mill turned at anything like a reasonable speed, there would not have been enough seed left of sufficient weight and quality to plant 10 acres, had they started with 400 bushels.

There is a great deal of difference in the yielding value between the large, medium size and small, plump grains of the same variety of oats. After several years of careful investigational work, Prof. Zavits of Ontario, clearly demonstrat-

Disregarded the Small Light Seed

Here's a picture of Mr. Dinsmoor's oats, Austin, Minn. He says: "These oats went twice as many bushels to the acre as my neighbors' oats went." Does it pay to put in good seed? While this yield was not nearly so large as some of the yields reported, yet figure it out. You see it paid him well to buy his seed. He says he expects to keep all of his new oats for seed. They stood up well and he is pleased.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

ed the great value of using the large, plump grains of a given variety in preference to the medium size or small, plump grains of that same variety. The following table will be of interest in this connection:

Size of grain	Yield per acre in bushels	Per cent gain of large. plump seed over medium and small sized plump seed
Large	62.0	0.00
Medium	54.1	14.60
Small	46.6	33.04

Use The Large, Plump Grains

The large, plump grains yielding 14% more than the medium size plump grains and 33.04% more than the small plump grains. We will all admit that the medium size plump grains and the small plump grains are just as valuable for feeding purposes, but when they differ so much for seeding purposes, it is just using our good common sense to be sure and see that our seed oats are thoroughly fanned and graded.

THE WHOLE THING IN A NUTSHELL. The above picture tells the story. Notice the difference in the grain. Two bundles of Genuine Regenerated Swedish Select at the outside and one bundle of ordinary oats in the middle. Notice the little boy. If he were to step to one side you could not see him at all for the big bundle of Regenerated Swedish Select Oats. Read what Mr. Gilbert Mahoney, proprietor of Burr Oaks Farm, Leroy, Minn., says about this grain under date of September 17th:
William Galloway, Waterloo, Iowa. Leroy, Minn.

Dear Sir: I am sending you a few photos of my wonderful oats, the Regenerated Swedish Select, raised from seed I bought from you. I think it was the best investment I ever made in buying seed oats. They stood up fine and are certainly a heavy crop. I can safely estimate my yield at around 80 bushels to the acre. The best oats I have seen threshed here this year went from 50 to 60 bushels per acre. My neighbors would like to buy some of these oats from me to sow another year, and they think now that they are all you claimed for them when you sold me the seed I sowed. Hoping you may continue your success in getting good seed oats started throughout the country, I remain,
Yours truly, GILBERT MAHONEY.

IV—A WELL PREPARED SEED BED

This is something that many of our oat fields do not receive. Now, personally, you may never have done this, but proably you can remember seeing a neighbor back up to the oat bin with one of these special two-wheel wagons with an arrangement on the back known as an endgate seeder. When sufficiently close to the window or door of the oat bin the wagon was brought to a halt and soon filled with oats. Not long after, for miles around, you could hear the well known buzz of the seeder as it was driven rapidly over the field, putting in anywhere from 40 to 60 bushels of oats a day with the corn stalks still standing on the ground, bending to the brisk morning breeze as the seeder "went marching by." As a matter of fact most of the seed beds for oats have no more preparation than as above stated. The Iowa experiment Station investigated this matter and out of 400 replies from farmers in various portions of the state over 70% replied to the fact that the corn stalk ground received no attention until after oats were sown.

Sowing Grain in Standing Stalks

If there is any one thing that is being neglected on all our farms, it is the thorough preparation of the seed bed for all our crops. If a crop is worthy to be grown it is worthy of a well prepared seed bed. If there is any crop that has been seriously neglected and especially with reference to the seed bed, **it is the oat crop.** This crop is deserving of a properly and well prepared seed bed and not until it receives such care will we be receiving the quality and quantity of oats which we can justly expect should be produced.

The Seed Bed Should Be Well Prepared

Before ever the seed oats are put into the ground there should have first have been prepared a mulch on the surface. By this it is not meant that we should take our stirring plow and plow our ground for four or five inches deep. Especially in the corn belt it is realized that on corn stalk ground a heavier yield of oats can be secured by discing than by plowing but we should have at least a well prepared mulch of 2½ inches deep, which will furnish for the young plants an acceptable place for the root development and thus produce plants which will naturally be stronger and more vigorous. It is a well recognized fact that oats should have a compact seed bed. A 2½-inch seed bed will be sufficiently compact by the time two or three of our spring rains come.

To properly prepare corn stalk ground for oats we should take a good sharp disc, lapping the disc half and go over the field twice, and if necessary, the third time, and then it will pay to double harrow before ever the seed oats are put in the ground. It is seldom that a seed bed for oats on corn stalk ground can be properly prepared by going over it with a disc less than twice, lapping the disc half, occasionally the third time is necessary. **Let us see to it that we thoroughly prepare the seed bed before the seed is planted.**

How to Prepare Corn Stalk Ground

V—Preparing the Seed and Seeding

In the preceding articles I recommend the use of varieties of oats which are especially adapted to your

BIG OATS IN THE HILLS OF MONTANA. Notice this man's automobile. He has oats in the rear seat. It is easy to buy an automobile if you raise the right kind of oats and get the kind of oats you should. Notice the shocks in the distance and their size.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

own conditions, the value of early seeding, the advantages gained by thoroughly fanning and grading the seed and the necessity of properly preparing the seed patch.

We will now deal with the preparing of the seed and seeding with special reference to the treatment for smut and the advantage of drilling the grain. Smutty oats are very common. Frequently you find a field running as high as 10% to 15% smut, while fields running as high as 15% to 30% smut are occasionally reported. The Iowa Experiment Station in sending out letters of inquiry to many farmers over the state, have sufficient data to say that the Iowa farmer, for example on an average of a 40-acre field, is losing about 64 bushels of oats, the loss of which could have been saved at a cost of $3.00.

Smutty Oats Very Common

The treatment of smut is very simple. It will be remembered that the oat smut appears at the time when the oats are in bloom, ripening just before the oats and producing millions of little black spores which are blown about the field just at the time when the hulls or glumes of the oats have been pushed open, permitting the spores to lodge next to the meat of the kernel, the hull now closing up holds the spore within. The following spring when the oat germinates this little spore also germinates, finding its way within the oat stem where it grows, living upon the plant. When the oat heads out the smut having pushed upward within the stem, takes possession of the kernel and instead of the plants producing a kernel of grain the smut spores are produced and these in turn are blown about by the wind just at the time when the other plants about the field which are not so affected are in blossom; and thus is perpetuated from year to year. This treatment, briefly, is as follows: One pound formaldehyde 40%, or formalin, which are synonyms, mixed with 40 gallons of water, will treat 40 bushels of oats. The oats may be spread out on the barn floor, granary floor, or a tarpaulin or stack cover may be placed on the ground and the oats spread out five or six inches deep. The solution may be applied, during the application of which it is well to take a rake or shovel and stir the oats up so that they may be well saturated. The oats should then be shoveled into a pile and covered up. Gunny sacks, lap robes or horse blankets may be used for this purpose. They must be covered so that the gas will not escape too rapidly. It is well to treat them in the afternoon or evening and leave them covered during the night. In the morning take off the gunny sacks, lap robes or horse blankets, shovel the oats over several times and it will be found that they may be treated one day and planted the next. It is well, however, to plan on using them the second day. Where three bushels to the acre are to be sown, the machine should be set to put in one-half to three pecks per acre more, as the grain naturally will be swollen a little. The whole process of treatment may be done at an ex-

How to Treat For Smut

Use Formaldehyde

Very Little Expense For Treating

This is a picture of one of Galloway Brothers' great fields of oats. This field was two miles long and a half mile wide, making one round of the binder—going clean around one time—five miles long. Look how thick these shocks are. This field went over 116 bushels to the acre, and is a demonstration of the fact that it is just as easy to put in and harvest a bumper crop of oats as a poor one.

IMPROVING THE QUALITY AND QUANTITY OF THE OAT CROP — *Continued*

pense not to exceed 2½c per bushel. This one operation would save annually millions of bushels of oats.

Now then, we have gone through the steps of preparing the seed bed and selecting and preparing the seed, how shall this seed be put into the ground? Shall it be drilled or broadcasted? One year with another it will be found that it **pays to drill your oats.** When the oats are sown broadcast they are not covered evenly, they do not come up evenly and they do not ripen evenly, often presenting patchy spots. When oats are drilled they may be more evenly distributed over the field. They come up more evenly, they will ripen more evenly and when used as a nurse crop for clover and timothy, as is frequently the case, the drilling is again preferable

Drilling vs. Broad Casting

In the year 1907, which was an unfavorable year for oats, at the Iowa Experiment Station that season, figuring oats at 33⅓c per bushel, it was found that less than 35 acres of oats would pay for the cost of the drill by the increased number of bushels received from drilling over that sown broadcast. This difference will not be expected every year. The spring of 1907 was cold and backward, but one year with another the drilling of oats will be found very profitable. This fact has been proven beyound a question of doubt; then too a saving may be had from one-half bushel to three pecks in the amount of seeds needed per acre for seeding purposes.

Oats Should Be Drilled

In conclusion, then, let us take a little more pains with this much neglected cereal crop. Let us use the varieties which are best adapted to our conditions. Let us thoroughly fan and grade our seed; treat our seed with formalin to prevent smut; thoroughly prepare our seed bed, drill our grain and lastly, but all important, let us plant our seed in the spring just as soon as we possibly can, and it will be found that we will succeed in substantially increasing both the quality and quantity of this great cereal crop.

NET RESULTS

Yes, sir. After all it's Net Results at the threshing machine that counts. It don't make any difference what you pay for a thing—whether live stock, machinery, land, seed corn or seed oats—the whole question with you, is—

Will it Pay?

Nothing is an expense if it brings back its original cost and leaves you a profit. At the present prices of land, rents and produce, this is the only way you can figure if you want to make big money on your farm. This booklet tells you how you can make big money in growing oats.

Buy ten or twenty bushels of each kind of these oats and we believe you will see a better and brighter future in store for yourself and your family.

VALUABLE INFORMATION—JUST WHAT YOU ARE LOOKING FOR

Here are some questions and some information you are looking for. The best way we know how to answer these questions and give you this information is to give it to you right from farmers who have written us on these very points—farmers who received our oats samples and bought them at these same prices and tried them out. It's net results that count with you and every farmer at threshing time. Figure it up for yourself. The difference between half a crop and a whole crop at forty cents a bushel, and see how inexpensive this new seed will be.

Does It Pay to Buy This Kind of Seed?

Mr. Chas. Johnson, Harris, Minn., writes: "The oats I bought from you panned out well. I got 60 bushels per acre weighing 40 pounds per bushel just the way it came out of the machine. Have 75 bushels to the acre of 32 pounds per bushel. There were about five bushels lost in harvesting, account of rain and bad weather. I bought new seed for $50 last spring and it paid me well."

Mr. Guy Marsden, Truman, Minn., R. No. 2, writes Nov. 25, 1909: "In regard to the seed oats I bought of you last spring, they are the best I ever raised. They have heavy straw and stand up well. My oats went 80 bushels per acre. They are much better quality than my old seed; could sell all for seed if I wished. Will sow more next year."

Mr. Willard Pigg, Woodstock, Ill., Nov. 26, 1909, writes: "The Regenerated Swedish Select Oats I bought of you last spring are the finest I ever saw. They weren't sowed until April 20th and made around 70 bushels per acre. They stood up fine and measured 40 pounds to the bushel. There weren't any other oats around that went 50 bushels per acre. All who handled your seed thought they were the best they ever saw. I never will regret the $2.00 a bushel I paid for the seed."

How Did They Stand Up?

Andras M. Sonichser, Denison, Iowa, writes: "They stood up good and are good oats. The neighbors like them very well."

Away out in Oregon they have great success with Regenerated Swedish Select Oats. From two and one-fourth acres Mr. Ziegler received 190 bushels of the Regenerated Swedish Select, or a trifle over 84 bushels to the acre. See how they resisted the drought. Canadian oats are hardy and strong drought resisters. Here is what Mr. J. E. Ziegler of Gervais, Oregon, says

Galloway Brothers, Waterloo, Iowa. Gervais, Oregon.

Gentlemen: You will find enclosed card representing two and one-fourth acre piece of Regenerated Swedish Select Oats of the seed I bought from you and it yielded 190 bushels, which made a good yield and I put it in three weeks late or would have had 30 bushels more. It never had but one rain and was in the dough when the rain come; summer was very dry here.

Yours truly, J. E. ZIEGLER.

Walter C. Loth, Waukesha, Wis., Box 33, R. 6: "The oats from you this year stood up fine; have thicker straw than my oats."

Mr. A. Chipman, St. Lawrence, S. D., writes: "Early New Market stood good, was the nicest oats I ever saw; can sell all my oats, but will sow all myself."

W. E. Fish, Belden, Neb.: "They stood up good and I think a splendid oat to raise."

John Will, Holstein, Iowa: "I haven't weighed my oats yet, but believe they will weigh 40 pounds to bushel all right. They grew good, strong straw and I don't think they will lodge."

W. R. Lewis, Canton, Minn.: "The oats were good and stood up fine. Think they are good for 75 bushels per acre. I am well satisfied with the oats and think they are the greatest I ever saw."

Mr. Andrew Erickson, Hardy, Iowa, writes: "They stood up well considering the windstorm we had."

Ben Schman, Oakes, N. D.: "The oats I bought from you were dandy. I got 102 bushels out of the two. They weighed 40 pounds to the bushel. I sowed them on new ground and they stood up nice and straight."

How do They Weigh Out per Bushel?

Nick W. Klein, Vernon, S. D.: "I got 70 bushels by weight. They weighed per bushel, 48 pounds."

Mr. Albert Hazelburg, Loraine, N. D., writes: "I had the misfortune of having hail when they were just fully headed, and certainly did look fine when the hail came. From the 10 bushels I got 139 bushels and were as good oats as any man could wish for. They will weigh 40 pounds per bushel. The straw is stout and just the right length to make a good bundle; no grain could stand up better than it did, except what the hail broke down, and it seemed strange it did not damage it more, for I thought it quite a severe storm."

Mr. M. Halstin, Jackson, Minn., writes: "My oats are fine, stood up good, weighed 40 pounds per measured bushel. I can sell it all for seed and could sell more if I had it."

Mr. W. E. Mittlestad, West Union, Iowa, R. No. 2, writes: "The oats weigh 115 to 125 pounds to a common two-bushel grain sack."

Mr. Frank Reische, Sheboygan, Wis., R. No. 4, writes: "They weighed out 44 pounds per bushel."

Mr. Edward Soreide, Boman, N. D., writes: "They weighed 40 pounds per bushel, stood up fine and strong. I got 232 bushels from the 10 bushels I bought from you."

Arthur Taylor, Rhinelander, Wis.: "I got 22 bushels more oats from ten bushels of your seed than I got from 21 bushels of ordinary seed that I sowed alongside. The product of the oats received from you went 41 pounds to the stroke bushel. I have great faith that they will be much better next year. I am going to sow fifteen acres of these oats. I have sold several small lots of oats to be sown next spring and got $2.00 a bushel for them. I think I can sell all I have to spare."

A Fighting Campaign for More and Better Oats

Simon Simonson, Tayler, Wis.: "They weighed about 48 pounds per bushel. Stood up very good. It is the best oats I ever saw."

Geo. Bailey, Granite Falls, Minn.: "They weighed 46 pounds to the bushel. Stood up well and I like them fine."

Albert Halverson, Hanska, Minn.: "Went about 65 bushels to the acre and had a stiff straw. Stood up straight. Weighed 42 pounds to the bushel."

M. F. Davis, Mt. Morris, Ill.: "They weighed 40 pounds to bushel and stood up fine; some of it about four feet high."

John H. Allyn & Son, Readlyn, Iowa, under date of November 1st, writes: "Oats went 42 pounds per bushel."

How do They Sell to the Neighbors for Seed?

This is what interests you most. Read it.

If you can sell these oats for $1.00 a bushel you will be making more money on them than we are, because you have no duty, freight or handling to pay for. Look what this man did in Nebraska.

Mr. Ephram Beckenhauer, Wayne, Neb., writes: "Could sell all of them to my neighbors for seed. Have sold 10 bushels of each kind, the New Market at $1.00 per bushel and the Regenerated Swedish Select at $1.50. That is not so bad for a new kind of oats in a neighborhood."

Mr. Evan Bak, Viborg, S. D., writes: "I could have sold all I had and more too for seed among my neighbors, if I had had it, but I need all I have for myself."

Mr. M. A. Bantz, Independence, Iowa, writes: "In regard to those Early New Market Oats will say they are splendid oats. They yielded 15 bushels to the acre more than our old seed on the same kind of land. Will sow no other kind next year. I can sell all our seed for $1.00 per bushel and could sell more if we had it. The straw was one-third thicker than our own oats, consequently stood up better on rich ground."

Mr. Harry E. Cooter, Flugstad, Iowa, writes: "The oats yielded 57½ bushels per acre, where my own seed yielded only 25 bushels. Could have sold every bushel from the machine if I had cared to let them go."

Mr. Andrew Dybwad, McHenry, N. D.: "I think I can sell all of the oats I want to sell to my neighbors at $1.25 per bushel."

Mr. Lewis Jochum, Petersburg, Neb., says: "Have sold all my oats for seed that I had left. I was well satisfied with the oats and think they will make a great success here."

Mr. John Melone, Beardstown, Ill., writes: "My neighbor joining me said he would like to buy all I would spare him for seed."

Mr. W. G. Olson, Thor, Iowa, says: "My son-in-law's yield was about 65 bushels per acre and also very good quality. They stood up good. He sold 10 bushels to a neighbor for $1.50 per bushel and could have sold more for the same price, therefore, we are well pleased with what we ordered from you."

H. C. Perdue, Elk Creek, Neb.: "I can't say enough for them. Sold some at $1.50 a bushel. Weighed 75 bushels to the wagon load. I think a farmer a little off somewhere if they can get such oats as that and continue to raise these common oats."

Mr. J. L. Harshbarger, Humboldt, S. D.: "Have had enormous request for seed. As I intend putting out quite an acreage next year will have no seed to sell."

R. Ralph Hannah, Breda, Iowa: The weight will not fall short of 40 pounds to the bushel I am sure. Have large, plump kernels, fully as large as seed you sent. Two of my neighbors have also started in these oats this year and we all think that the Early New Market is the coming oat for this country. Several neighbors have spoken for seed and several others are coming to look at the oats, so I think the few bushels I have to spare will soon be gone."

Wm. Isham, Modena, Wis.: "Could have sold all I had and probably as many more. Nearly everybody that sees them wants some for seed."

Roy Walker, Keystone, Iowa: "Had I raised 1,000 bushels I believe I could have disposed of them at $1.00 a bushel. All of our neighbors wanted seed of us as it was, but we had none to spare."

J. M. Clure, Chalmers, Ind.: "I have several orders for these oats at $1.00 per bushel. I tried to get a picture of these oats in the shock, but could not, so I have told you as near as I could about them. We are going to have a Horse Show at Chalmers on October 1st and 2nd and I am going to show a bushel each of the oats to introduce them. Of course, there will be several kinds of oats shown, but I will not be afraid to buck against any of them."

C. D. Fink, Denison, Iowa: "I could have sold all of my oats at $1.00 per bushel, but I am going to sow 70 acres next year. Lots of the farmers think $2.00 a bushel is too much, but if they would stop to think of the difference in the yield and quality I think they would feel different."

Mr. W. A. Casler, Bemidji, Minn., writes: "The New Market Oats I got from you for seed are certainly all right. A common seamless sack weighed over three bushels. Can sell all I have raised for the same price I paid, $1.40 per bushel."

Here's what Mr. P. L. Wells, Pomeroy, Iowa, says: "Big oats can be raised in Iowa same as any other place. There is no question about it." Figures out tremendous

Galloway Brothers, Waterloo, Iowa. Pomeroy, Iowa.

Gentlemen: I sent you today two cards of my Early New Market Oats. I sowed 12 bushels on four and one-half acres and got seven big loads of bundles which threshed 50 bushels per load, so you see about what my little field will yield. Oats stood up well, stood about three feet high and looked fine. I am well pleased with them, they will go 10 bushels more than my other oats per acre. The way we had to cut that part of the field out from my other oats makes the shocks look thinner than they really are. P. L. WELLS.

A Fighting Campaign for More and Better Oats

Here is a picture of two nice boys, a nice, fat Shetland pony and a Dakota oat field. They raise everything good in South Dakota. These oats went 50 bushels to the acre and weighed 45 pounds per bushel, which would make them go by weight a trifle over 70 bushels per acre. Here is what Mr. Moore says:

Conde, South Dakota, Sept. 10, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: Enclosed please find a small picture of the field of oats in the shock grown from seed I bought of you last spring. They went 50 bushels per acre, about 10 bushels per acre above the yield of Silver Mine oats on other ground, weight about 45 pounds per bushel. I am well pleased with the oats and expect to sow 100 acres next spring.

Yours truly, A. D. MOORE.

How do they Compare with other Oats?

Mr. M. P. Fuller, Hastings, Minn., says: "They are much heavier than common oats."

Mr. C. D. Axtell, Trenton, Mo., writes: "I would not raise any other kind; think they are far ahead of all others."

Eighty-nine and a fraction bushels per acre in North Dakota. There is money in oats at this kind of a yield. See what this man says about common Swedish oats. Don't forget there is a difference between the Genuine Regenerated Swedish Select Oats imported from Canada and the every-day Swedish Select Oats imported from Canada and the every-day Swedish Select oats you can buy from most any seed house. They are not to be compared at all.

Mr. O. A. Linstad, Ray, N. D., writes: "The oats I bought from you yielded very good, they made 65 bushels per acre at 22 pounds to the half bushel, so that they will average a good deal more by weight (around 89 bushels per acre). Other oats made from 40 to 50 bushels per acre. They are a good deal better than the ordinary oats. As people think this the common Swedish Select oats that can be bought for about ten or fifteen cents above other oats, I made up my mind not to sell any of my oats for less than $1.50 per bushel."

Mr. J. A. Pecinovsky, Lawler, Iowa, R. F. D. No. 3, writes: "I am well pleased with the Regenerated Swedish Select Oats. It was about twice as good as my own which were right beside yours The oats weigh good. It goes 108 to 120 pounds to a small sack. In the spring when the oats laid on top of the ground anybody could have told the difference a mile and one-half distance. Your oats were growing strong and better, mine were growing thin and weak."

H. K. Rose, South Kortright, New York. "In regard to the seed oats I bought from you last spring I think they were a good investment, as I had to buy the seed to use and they were a better crop than the oats I bought here."

Do These Answer Your Questions?

Almost any question you may ask is answered in these letters from different states where our oats were tried and tested under almost every condition. They will do better on rich ground than almost any other oats, because they were originally bred to produce stiff straw. It is a mistake for any farmer to think his ground is too rich to grow oats, if they grow the right kind and put them in right.

They are right. These letters are proof.

We have hundreds more as good from farmers who never could raise an oats crop on their rich Iowa, Illinois, Nebraska, Minnesota and Wisconsin land. These oats will do well on any soil.

Read all these letters—every one of them—they are bristling with valuable information. Don't stop until you have finished.

Mr. Geo. E. Herman, Sioux Falls, S. D., R. F. D. No. 6, writes: "I never saw such coarse, stiff and even straw; they were same height on knoll as in hollow, which I think is a very good feature. The oats have two very good qualities, strength of straw and heft of grain."

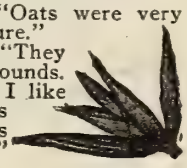
Mr. Ivan G. Herr, of Hope, Kan., writes: "In regard to the oats, I threshed them and they did excellent for the first year; they stood up fine and were nice to bind; weighed a couple of pounds over weight. I have had a few ask me for seed but hardly know what price to make."

G. P. Merton & Son, Garner, Iowa, writes: "We sowed five full bushels of Swedish Select Oats on about two acres, threshed about 60 bushels per acre, machine measure. They stood up good. We expect to sow a fair size piece next year and hope it will yield better than this year."

Mr. J. Meyers, Akron, Mich., writes: "Oats went 66 bushels per acre, machine measure. I haven't weighed any yet, but know they do good to the bushel."

Mr. Alfred Smith, Granville, Iowa, writes: "Oats were very plump, weighed 42 pounds per bushel, stroke measure."

Mr. M. J. Husby, Nome, N. D., writes: "They weighed up by a stroke measure bushel easy 40 pounds. They stood up well and compared with other oats I like them best of all. I think they are the earliest oats in this neighborhood. If other seed made larger yields I never heard of it, so big claims are just on paper."



WHAT FARMERS FROM MANY DIFFERENT STATES SAY WHO TRIED THEM OUT

and certainly made big money in oats by taking our word and trying ten or twenty bushels of one or both kinds.

Read these letters.

They answer almost any question you may ask, telling how they stand up, yield, compare with other oats, weigh out and sell for seed.

Most every farmer who bought last year wrote us they only wished they had bought more. These letters tell how the oats do in different climates and localities which proves their merit.

Read every letter.

Farmers are enthusiastic over these fine oats.

Read this letter. This is exactly what you ought to do, put in some of Galloway Brothers' Imported Canadian Seed Oats and sell to your neighbors. There is a tremendous demand for good seed oats. Look at this man's success.

Galloway Brothers, Waterloo, Iowa. Tyler, Minn., Sept. 11, 1909.

Gentlemen: The seed oats that I bought of you last spring have given me entire satisfaction. It grew up to an enormous height and stood up well until a heavy wind and rain storm came just a short time before maturing. However, it matured well and I consider it about three times better than my early June oats sowed same time alongside of it and in same quality of land. My neighbors were greatly astonished to see my field of oats as it was standing in shocks, and pronounced it the best oats they ever saw. I take great interest in raising the best of grain and have for years raised and sold a great deal of seed in my neighborhood, and I wish now that I had had some more of your seed oats and also barley. I herewith send you a photo showing two stacks of the Early New Market Oats raised from eight bushels of seed. I have also two stacks of the Regenerated Swedish Select Oats which these two loads and shocks you see on the picture are part of.

Yours truly, C. P. MORTENSEN.

IOWA

Old Iowa Can Raise Oats, Look Here

Dows, Iowa, Nov. 18, 1909.

William Galloway, Waterloo, Iowa.

Well sir, Mr. Galloway, I have threshed some time ago, and in regard to the oats will say, it stood up in fine shape and turned out good, it went about 90 bushels per acre and weighed about 41 pounds to the measured bushel. I have had several ask me for seed, but I intend to sow most of the seed myself. I had them on a good piece of ground next to the road and they drew a good many passers' attention. They did look fine.

JOHN F. OTTO, R. No. 3.

Old Iowa Again

How does this strike you? Can you make any money in oats at 70 bushels per acre weighing 42 pounds per bushel? How would your horses like to get that kind of oats between their teeth?

Danbury, Iowa.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: The oats we received from you were all you claimed. It yielded about 70 bushels per acre and weighed 42 pounds per bushel. It stood up well and grew about five feet high. It was the nicest oats I ever saw, and all the neighbors and friends who saw the seed, said they wanted some of the oats. If I would just have 1,000 bushels I could sell it all for the price I paid you. It brought me 400 bushels by weight, while all the oats in this country only go 20 or 30 bushels per acre, and not even 50 bushels to the load, while yours weighed 85 bushels to the load. I am going to sow forty acres of them next year. Yours truly,

ARTHUR REIMER.

Here's the Test of Seed. Read it all Over

Galloway Brothers, Waterloo, Iowa. Central City, Iowa.

Gentlemen: The Early New Market Oats proved entirely satisfactory, sowed them last of my oats and at the rate of three bushels per acre, and give them an equal test with my old oats. About one-fourth acre drowned out, leaving by tape line measure just one acre which yielded 56 bushels machine measure and weighed per stroke measure 35 pounds, making a yield per weight of 61 bushels 8 pounds per acre on old ground which has been cropped for twenty years. Comparing the Early New Market with my old oats, the Big White Salzer, on the same ground, which averages 38 bushels per ten acre field, machine measure, or 39 bushels 25 pounds per acre, leaving a balance of 21 bushels 15 pounds in favor of the Early New Market on the same ground, which I think is a fair test. My old oats began to crinkle and drop the berries, while the Early New Market stood up fine and did not drop the berry. On one corner I left bunches in turning and they still retained most of the berries three weeks after maturity. I have sold 16 bushels to some of my neighbors at $1.00 per bushel, the balance I will sow next spring myself. If the oats do as well next year, I will have no trouble in selling every bushel for seed. In yield, quantity, and standing up as well as retaining the berry, the New Market Oat is champion in this section. This is no exaggeration or bluff, but is a true statement and what I found the Early New Market Oats to be. If necessary will make a sworn statement. Wishing you success, I am,

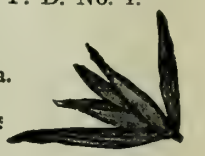
Yours truly, E. C. SCHWEITZER, R. F. D. No. 1.

Here is What a Thresher from Iowa Says, Man Who Sees all Kinds of Grain

Everly, Iowa.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: In regard to the New Market Oats



I can say they are fine, stood up good, made about 10 bushels per acre more than my other oats. I know they weigh more per bushel than any other oats I have threshed this season, as I am a thresher and I have threshed 50,000 bushels this season. Every man who saw the oats wanted some. If they do as well next year as they did this year, they will be the oats for this part of Iowa. They stand up and ripen early and that is what we want here.

Yours truly, C. FRANKL.

Here's One That You Want to Read. It Explains the Oats Situation in this Country Exactly

Mendon, Iowa, Nov. 18, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: They were eight to ten inches taller and brighter than my other oats. When I threshed the wagons were lined up with men looking at those oats, and if I had all of the Regenerated Swedish Select Oats I could sell them all for seed, but I will sow all that I threshed next year. When I received these oats last spring the people told me that I would raise all straw, but when they saw them threshed they sang another tune.

Yours respectfully, H. F. WEIS.

MINNESOTA

Satisfaction is a Great Thing, Here it is Explained

Bronson, Minn., Nov. 22, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: Oats were dandy. My yield was 95½ bushels per acre of 40 pounds. I also had other oats of common variety go 40 bushels to the acre, see the difference? I sowed 10 bushels on two and three-quarters acres and got 263 bushels, the straw was rank, four feet and four inches tall. I do not look for a better yield.

Yours truly, H. P. RUND.

Galloway Brothers, Waterloo, Iowa. Forest, Minn.

Gentlemen: I like them well and all the neighbors think they are the best they ever saw. If I had all my oats of this kind I could have sold them all for seed. I raised 84 bushels of these oats by measure. When I threshed them I measured them in one and one-half bushel measure, and then I weighed one and one-half bushels, and it weighed two and one-half bushels, so it overran one bushel by weight. I think it is the finest oats I ever saw, so this oats speaks for itself. S. T. STEVENSON.

Clear Water, Minn., Nov. 22, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: I seeded two acres from the six bushels from which I threshed 144 bushels, machine measure. They weighed 39 pounds per bushel, that makes something over 80 bushels per acre by weight. I can sell all I have to spare to my neighbors for seed.

Yours truly, ROBERT EWART.

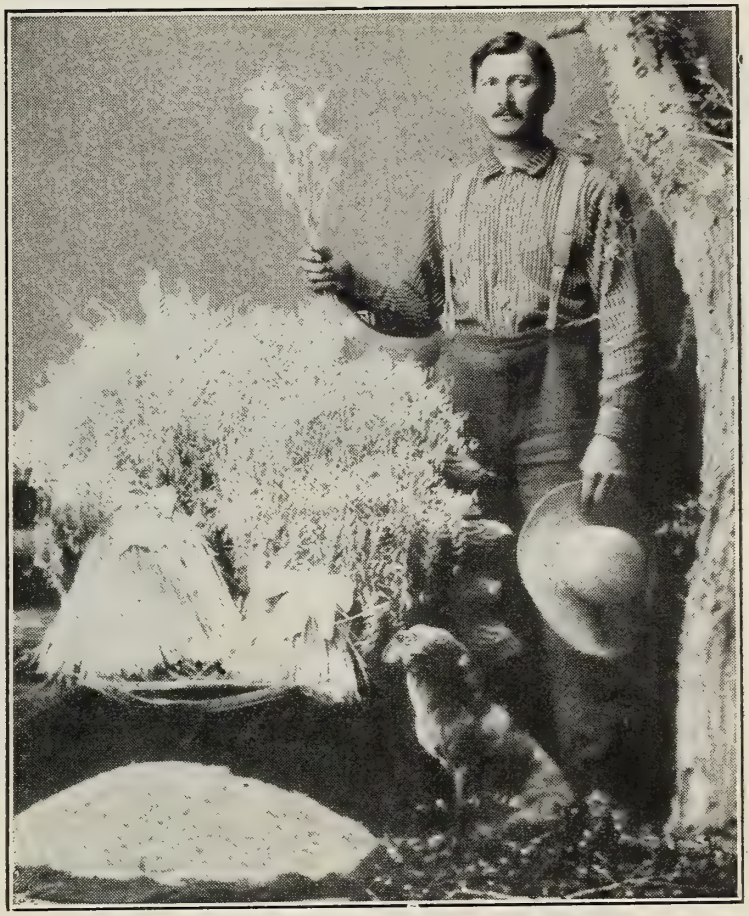
Galloway Brothers, Waterloo, Iowa. Dawson, Minn.

Gentlemen: The oats I bought from you yielded better than expected. The average yield was, although I seeded it too thin, 70 bushels, while the others yielded from 35 to 50 bushels. The sale for seed is good, as farmers are beginning to ask me to spare them a few bushels. I could no doubt sell about 200 bushels, if I had them. Yours truly, LIEF HOLT.

Galloway Brothers, Waterloo, Iowa. Kanaraji, Minn.

Gentlemen: In regard to the Early New Market Oats. Do you remember I got 20 bushels? I sowed 10 bushels broadcast on three and one-half acres of ground and threshed 157 bushels, sowed the other 10 bushels with drill on three acres and threshed 190 bushels. This was on poor land and stood up all O. K. If we can get oats here to stand up on any kind of ground or any kind of a season, then we could sell seed to every farmer. That is what we want.

Yours truly, F. H. GARRET.



Early New Market Oats make a great hit as far south as Oklahoma. Read this man's letter, it speaks for itself. This man knows his business, he does not believe in spending his years raising half a crop when he might as well raise a good one. Frost will not kill them. They are hardy. Extra good for the chances it had.

Fairmont, Okla., Sept. 5, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: I can say I am satisfied with the seed oats; sowed it three weeks later than my own seed and the Early New Market took the lead and am sorry to say the last frost we had this spring nearly killed it. It was white all over the field, but finally took a new start and grew up and when I cut them I did not think they were any good, but when I threshed it threshed out 45 bushels. Everybody was surprised and it sure surprised me. Yours truly,

S. R. EGGERS.

Sauk Center, Minn.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: I was well satisfied with the yield of oats. They yielded 70 bushels to the acre and weighed 40 pounds to the bushel. Were about four and one-half to five feet tall and about three weeks before ripening a heavy storm passed over the vicinity lodging

Michigan can raise big oats. Seventy bushels per acre of the nicest oats he ever saw. Read Mr. Robbins' own word about his big yield.

Lake Odessa, Mich., Sept. 30, 1909.

Mr. William Galloway, Waterloo, Iowa.

Dear Sir: Well, I threshed my Regenerated Swedish Select Oats today that I bought of you last spring and they are just fine. From two bushels of seed bought of you I threshed 70 bushels of the nicest oats I ever saw and any of the men that helped to thresh them said the same thing, and they weighed 40 pounds, stroke measure, to the bushel. I am also sending you a sample of oats raised by me. Now, this is true yield and weight for I have witnesses that saw them threshed and saw them weighed.

Sincerely yours, R. F. ROBBINS.

MINNESOTA—Continued

it all one way. It remained in this condition and ripened as even as any standing oats I ever saw. I should judge that about six or more bushels to the acre were wasted. I think it superior to any oats I ever saw. Yielded about twice as much as the ordinary oats.

JACOB HARTONG.

Regrets That He Did Not Buy More

Pipestone, Minn., Dec. 14, 1909.

William Galloway, Waterloo, Iowa.

Dear Sir: I will say in regard to the oats that almost everything happened to them that could happen to damage a small patch of oats that a fellow wanted to be choice with. However, with all the bad luck, they were the finest oats I ever raised. I have enough seed now to sow ten or fifteen acres next spring and I would not take two dollars per bushel for what I have. I regret that I did not buy 20 bushels last spring as you urged me to do. I could have sold a lot of them for seed if I had them to spare. These oats had splendid stiff straw and stand up well. The oats will weigh 3½ bushels to the sack uncleaned. I can not tell you what they really yield, but I got 30 bushels from two bushels sown, and I think they were half wasted from setting over-ripe before being cut and stock getting at the shocks and tearing them to pieces.

Yours truly, ED. MILAR.

WISCONSIN

Early New Market, 100 Bushels Per Acre

There is big money in oats at this rate, especially when you can sell them for seed to your neighbors at what you paid.

Galloway Brothers, Waterloo, Iowa. Chetek, Wisconsin.

Gentlemen: Well, I was well pleased with the oats only I am sorry I did not buy enough to put the whole crop in Early New Market Oats. Turned out good, 100 bushels to the acre and 44 pounds to the bushel, just as it came from the machine. I have enough to put my whole crop in this year and then some to sell. It seems everybody wants that oats, and I sold four bushels when I got the oats from you so I only kept 16 bushels and seeded that to four and one-half acres. Yours truly,

ADAM CZERWONKA.

Look at the Comparison Here

Do not confuse the Galloway Brothers' Imported Seed Oats with the ordinary seed oats in the United States.

Baldwin, Wis., Nov. 22, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: In regard to the Swedish Select Oats I got from you last spring will say they were all O. K., threshed out 85 bushels per acre, stood up better than some other oats on the same kind of ground; they may have done better if I had sown them better. The balance of my oats averaged 51 bushels per acre, so I am well satisfied. Yours truly, W. McCONNEL.

NEBRASKA

How is This for Nebraska

Sixty-five bushels per acre by weight of 32 pounds per bushel; 50 bushels per acre by measure, 40 pounds per bushel.

Arlington, Neb., Nov. 26, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: I wish to say in regard to the oats that they are the best oats I ever saw, they went 50 bushels to the acre by wagon and 40 pounds per bushel. They stood up well in all the wet weather we had last spring and never lodged, and I could sell all I had to spare to my neighbors. Yours truly,

E. H. DUNKLAN.

Nora, Neb., Nov. 22, 1909.

Randolph, Neb., Nov. 21, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: I got a little more than 20 bushels by machine measure and weighed 40 pounds to the bushel. I had only one-third of an acre, so you see if I had an acre it would make 60 bushels. My other oats went 30 bushels to the acre, some of my neighbors only got 20 bushels. I could sell plenty for seed when I had them to spare. I think this is the kind of oats a man should raise. It is just like oats we had in Germany. Yours truly,

JOHN BERNDT.

Orchard, Neb., Nov. 25, 1909.

Galloway Brothers, Waterloo, Iowa.

Gentlemen: In regard to the oats I bought of you last season, I will say we are more than pleased. From the 320 pounds of seed we threshed 130 bushels, machine measure, and we judge they would weigh out about 150 bushels. They stood up well. We think they are out of sight of all other oats in this part of the country and we could sell every bushel we have for $1.25 per bushel.

Yours truly, LAUTENSCHLAGER BROS.

Per J. P.

NEBRASKA—Continued

Don't Wait Until it is Too Late to Place Your Order

Beaver City, Neb., Nov. 28, 1909.
Galloway Brothers, Waterloo, Iowa.

Getlemen: It was real late when I got my oats. It made 70 bushels per acre. The straw grew real rank. I think they are right for this country.

Yours truly. R. E. LEACH.

SOUTH DAKOTA

Humboldt, S. D.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: I have had many letters from you and this spring I saw in Successful Farming that you were advertising some oats. I took the advertisement to our bank and had the banker send to you for some samples and just as soon as I saw the samples of oats I ordered 10 bushels. I sowed them and now I have them harvested and am well pleased with them. They are the best oats I ever saw or raised around here.

Yours truly,
OLE DOKKESVEEN.

Dell Rapids, S. D.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: The oats panned out good, went 54 bushels per acre, weighed 42 pounds per bushel (or over 70 bushels per acre by weight) stood up fine, they were the best oats around here. I could sell them all for seed, but want to seed them myself. Have enough to seed one hundred acres. I took some to Dell Rapids and I heard some of the farmers were going to send to you for some. Panned out again as much as ordinary oats around here.

Yours truly,
WM. K. JORGANSEN.

Bradley, S. D.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: The oats I bought from you last spring was all O. K., turned out 60 bushels per acre, stood up four feet high, weighed 40 pounds per bushel. Expect to sell all of them for seed, except what I want myself. C. I. HODGKINS.

P. S.—Another kind of oats in same field, turned out 45 bushels per acre.

A big Iowa farmer with a big bundle of oats and a big smile. Why shouldn't he smile? This is Julius Lamp of Walcott, Iowa. He knows a good thing when he sees it. Look at this bundle—oats clean down to the string.

MICHIGAN—Continued

Select Oats I got from you last spring for seed, I tell you they are the finest oats I ever saw, and all of my neighbors say the same. They stood up just fine, while my other oats went down just as flat as if you rolled them with a roller, and they are heavy in weight as well as in straw.

Sincerely yours,
RALPH F. ROBERTS.

Here's the Test

Mr. J. W. Hawkins writes that he took a bundle of common oats by the string and a bundle of ours by the string and held them up, the heads of the Regenerated Swedish Select went down when he took them by the string and the butts went down when he took the common oats by the string. Read his letter. What is the use of fooling around with common oats, when you can raise oats like this?

Vermontville, Mich., Sept. 20, 1909.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: Enclosed find photograph of oats I received from you and one of common oats. You will notice I have bundles by string in each case; the heads of the Regenerated Swedish Select hang down, while in the other the butts hang down. I have not threshed yet, but I think the Regenerated Swedish Select will yield one-third more than the common oats. My man made a mistake and sowed the oats I got of you too thick so they are not so rank and large as if they had been sowed thinner.

Yours truly,
J. N. HAWKINS.

INDIANA

Odon, Indiana.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: The seed you sent me is the finest seed I ever saw.

W. L. STORY.

Lowell, Indiana.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: I counted 128 kernels in one head, all plump and well filled. They came up to my chin and nose before they started to head.

JOHN STUPPY.

Here's the Proof From a Farmer Who Knows. Other Oats Have Wild Oats. Ours Are Pure

Lily, S. D., Nov. 22, 1909.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: I bought 10 bushels of oats from you this spring, I sowed three acres with them and from these three acres threshed 200 bushels, they weigh 40 pounds to the level bushel. I am going to sow nothing else next year. I could sell every bushel to the neighbors.

Yours truly,
HANS HANSON, R. No. 1, Box 71.

Indiana Heard From. Look How They Loom up in This State

Poneto, Indiana.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: I am well pleased with the way my oats did. They stood up well and make about 70 bushels per acre where the rest of the oats in our threshing wing only made 30 to 35 bushels per acre. I did not make enough to furnish the threshing wing with seed for they are in great demand.

Yours truly,
J. O. KUNKLE.

MICHIGAN

This Letter Tells the Tale. This Gives the Information You Want

Lake Odessa, Mich.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: In regard to the Regenerated Swedish

PENNSYLVANIA

York Springs, Pennsylvania.
Galloway Brothers, Waterloo, Iowa.

Gentlemen: Oats yielded at the rate of 56 bushels per acre. They were far ahead of our own oats sown. Oats stood well, stood better than oats sowed by their side. I had buyers but would not sell at no price. I told them to write William

PENNSYLVANIA—Con.

Galloway, Waterloo, Iowa, and they could get all they wanted. Yours truly,
D. F. STATZIE, R. No. 1, Box 68.

MISSOURI

Galloway Brothers, Waterloo, Iowa.
Gentlemen: Oats yielded well for this Montgomery City, Mo., Nov. 24, 1909.
country, made at the rate of 70 bushels per acre, stood about five feet high or a little better, straw appears to be strong and very large, could sell all I have very readily for seed at a good price. Yours truly,
GEO. W. BROWN.

KANSAS

Hoyt, Kan., Nov. 26, 1909.
Gentlemen: I think the oats are all right for good old Kansas, as we like the best to be had. They stood up remarkable for the weather we had.
Yours truly, S. STADEL.

NEW YORK

Morovia, N. Y., Nov. 21, 1909.
Galloway Brothers, Waterloo, Iowa.
Gentlemen: The season here was very unfavorable for a good crop. The spring was very late and I was obliged to sow them on sod ground as my raw ground had become wet last year, but with all these disadvantages, I harvested 50 bushels to the acre, and only 25 bushels of my old oats. A number of my neighbors have spoken to me for seed to sow in the spring. The straw was strong and did not lodge. I am well pleased with the oats.
DARIUS BROCKWAY.

OHIO

Looked like other oats in field, but notice net results at threshing machine.

Erhart, Ohio, Nov. 22, 1909.
Galloway Brothers, Waterloo, Iowa.
Gentlemen: Sowed two bushels per acre with six loads of barn yard manure

I have heard of the expression 'Dog on good oats," but this is "Good dog—good oats." Look how high it comes up to the man after it is cut.

Unity, Wis., Oct. 11, 1909.
Galloway Brothers, Waterloo, Iowa.
Gentlemen: Under separate cover I am sending you pictures of Early New Market Oats. They are fine; the bundles are as heavy as wheat bundles. These oats are early and stand up fine.
Yours truly,
O. B. MATTESON.

OHIO—Continued

per acre. The crop looked about the same as my own style oats all through the season. When it came to the threshing they yielded 60 bushels per acre, weighing 40 pounds per bushel. If I had sowed four bushels per acre with little fertilizer, it should have yielded about 100 bushels per acre. I am well pleased with the oats and think they will do well in this climate. Wishing you success, I am,
Yours truly, FRED GROSS.

MONTANA

Livingston, Montana.
Galloway Brothers, Waterloo, Iowa.
Gentlemen: I take pleasure in telling you that the oats did well and I have already sold all I can sell at $2.00 per hundred, the ordinary price of oats being $1.05 per hundred in this country. The oats were cut before the other oat crops in the vicinity were ready for the binder. The man in charge of the threshing outfit said that they were by far the best oats he had seen this season. I am a new man at this business. My efforts to raise better grain got me elected to the Fourth International Dry Farming Congress at Billings, held the last week of October, so I want to thank you both for putting me in the way of raising good oats and also for having been indirectly the cause of my being a very interested listener to that noted convention.
Yours truly,
H. V. RICHARDS.

MINNESOTA

Litchfield, Minnesota,
December 17, 1909.
William Galloway, Waterloo, Iowa.
Dear Sir: Well, Mr. Galloway the oats were fine and turned out good according to conditions. A couple of weeks before harvest we got a storm. Anyway, they run about 100 bushels to the acre. It stood up well until the storm came. The thresher men said they were the finest oats they had seen this season. A. T. CHILSTROM.

GALLOWAY BROS.-BOWMAN CO., Oat Specialists

WATERLOO, IOWA, U. S. A.

TEN BIG REASONS WHY YOU SHOULD TRY 10, 20, 30 BUSHELS, OR EVEN MORE, OF EACH KIND OF THESE WONDERFUL OATS

I—BEST, HARDY, EARLY

Because they are the best known, tried and tested Canadian varieties. Hardy and full of life. Both extra early, which is just the thing wanted in this country. Of all the oats we have ever tried in Canada these two are the best, consequently we don't offer a large assortment.

II—NEW, FRESH

This is new seed. Fresh. Regenerated by oat experts and produced from new, strong, rich virgin prairie soil. Absolutely free from foul weeds or any foreign material, which makes the seed bad. Over weighs 10 to 15 pounds per bushel.

III—DO WELL ANYWHERE IN THE UNITED STATES

They have been tried and tested under almost every condition and climate in every state in the Union. As far west as Montana, Washington and Oregon; south as far as Mississippi, Kentucky and Oklahoma; east as far as New York, Pennsylvania and Ohio; north in the two Dakotas, Minnesota, Wisconsin and Michigan. They have also been tested by hundreds of farmers in Iowa, Illinois, Missouri, Kansas, and Nebraska and proven their worth. These farmers took our advice, tried them last year and hundreds of them write us saying they wish they had bought more than they did.

IV—GERMINATION, SPROUTING, GROWING

We have tested these oats and they germinate 97-99%. Don't overlook this point. It is very important.

Which is the cheapest—seed oats that cost from forty to ninety cents per bushel that germinate only 50%, 60%, 70% or even 80%, one-half to one-third of which are hulls and chaff, or seed oats that germinate 97-99% at $2.00 a bushel—every kernel doing business—making a stand shading the ground with good, stiff straw which kills the weeds and then at harvest time yields you a big crop.

Figure it up on a forty-acre field for yourself.

The other kind of seed is a detriment and an expense to you, even if you get it for nothing.

Figure up the difference between half a crop and a good crop. Don't let harvest time tell the same sad tale that it has been telling thousands of farmers in this country—only half a crop of oats and you wonder why

The answer is easy—your seed just could not produce the oats.

The oat you get in the seed you buy from Galloway Brothers-Bowman Co., will sprout, grow and yield enormously if put in right.

We guarantee it of strong germination.

V—STOOD THE TEST OF DROUGHT AND FROST

Hundreds of farmers write us that these oats last year stood the dry, hot weather better than any other oats they ever saw. Some have written us their other oats were not worth cutting on account of the drought, while oats from our seed stood three and four feet tall in spite of it.

They also stand the frost, as they are hardy. Mr. S. R. Eggers, Fairmont, Oklahoma, says frost whitened it all over the field, but to his surprise they took a new start and came out O. K., making a big yield for that country. In Canada some times the ground freezes two inches after they are sown and up, but they don't seem to mind it.

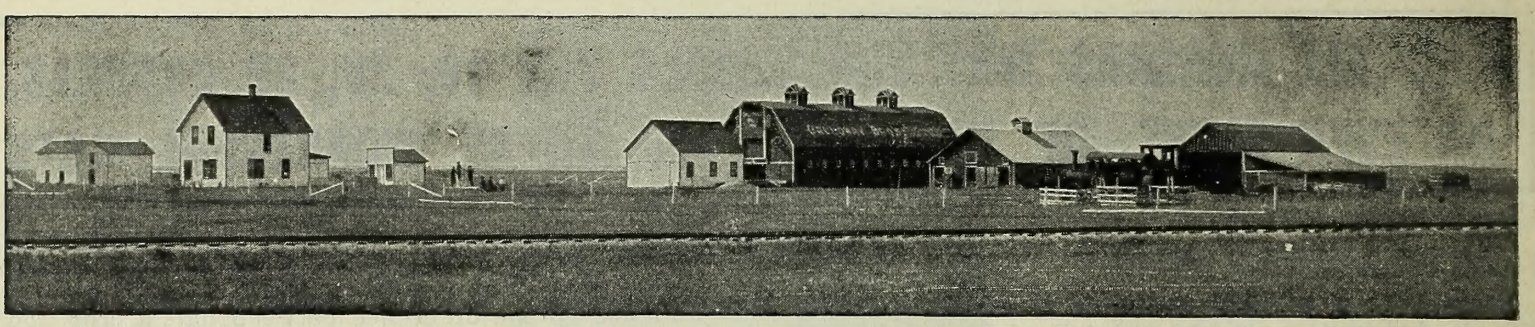
VI—STAND UP EXTRA WELL

Here is a great point that interests every farmer. Read on page twenty-three what people say on this point who tried the oats last year. These oats are bred to produce a heavy, stiff straw and on account of the vigorous growth they stand up better than other oats, no matter whether on rich or poor ground. Give them a good seed bed and the roots will spread out and produce a straw that will surprise you and carry the grain much better than the average. Look at the illustration of the roots on page 5 of this booklet.

You wouldn't expect to get big pigs from a small-boned boar, would you? It's the very same way exactly with grain. Like produces like. Don't forget this.

VII—EARLINESS

A big point. On account of these oats being so



VIEW OF THE BUILDINGS ON GALLOWAYS' BIG CANADIAN FARM NEAR LaJORD, SASK.

hardy you can put them in early, and being an early oat in addition, they mature ten days ahead of the average, giving you two good chances to get them in and off early before it is hot. Besides if you want to market them early you can get a better price.

VIII—PROFIT

What you and every man are interested in.

Here is what counts—profit.

It's net results at threshing time that counts with you.

Many companies can make big boasts and claims on paper and make pictures that are not true to life—not taken from photographs—and put in big figures, claiming certain yields, but that does not prove anything. It's the net results at threshing time that prove the merits of the oats and are exactly what interests you.

Hundreds of farmers who have bought seed for years and farmed for years, claim they never threshed such grain as these oats produce. We don't claim unreasonable yields like 150 to 200 bushels per acre, as some of the seed men, because such claims are unreasonable. When farmers write us that they received 80, 92, 95 and 100 bushels per acre and send actual pictures of their fields, you know it is true.

Now, here's the way this profit business figures out:

We will say you bought fifty-five bushels of our oats at $2.00 a bushel; put in fourteen acres and had a yield of 95 bushels to the acre, which is 1,330 bushels total. You sold it for forty cents per bushel, which would bring you $532.00.

Then—you put in thirty bushels of poor, light oats that did not cost you one-half as much, or even a cent, and your yield was thirty bushels per acre (and we have hundreds of just such cases on record) your total yield would be 420 bushels. At forty cents a bushel $168.00.

Take $168.00 from $532.00 leaves a difference of $364.00. Then take off $110.00 that you paid for our seed and it leaves you a net profit of $254.00 in favor of our oats. Even a yield of 60 bu. to the acre would mean a net profit of $168.00 in favor of our oats.

This is what I mean by net results. It does not make any difference what you pay for anything whether it is live stock, seed corn, or seed oats—it's net results that you want at the end of the year.

And remember this is to say nothing of the opportunities you would have just like hundreds who have tried this seed last year and sold all they raised to their neighbors for seed, besides getting a good start on this new seed, for themselves.

This is the way you have got to figure now at the present price of land and grain if you expect to make ends meet at farming. These are facts that you cannot get around.

IX—Color, Bright and White

This is what counts when you sell them. It makes several cents difference per bushel in price. Don't overlook this point.

According to Canadian Government Grain Inspector, this seed we offer grades No. 1 White.

X—Our Guarantee

We positively guarantee the seed we send you to be exactly like sample, free from foul seed, wild oats, and absolutely pure, because it is grown on new, clean land, grown right, harvested at just the right time and threshed right. We have our own threshing machine and do not allow it to go off the farm.

We will refund your money and take back the seed, paying freight both ways if you don't find this seed exactly as we guarantee it.

Can you ask for a more liberal or fairer offer?

Just look at the prices on the next page and then send in your order for ten or twenty bushels of each kind of these wonderful new oats. They will make you money.

Prices and Terms on Imported Canadian Seed Oats

Right here we wish to advise you not to put your order off until the last minute. Give us a chance to get it out. We have these oats already in storage at Minneapolis, Minnesota, and Waterloo, Iowa, and can make prompt shipment, but every order must be filled in its turn. So we advise you to get your order in early. Some people came in last year at the last minute, wanted the oats the day before seeding, and while we did our best, yet it is impossible for the shipment to reach them in a day. Sometimes it takes two or three days, sometimes a week or more, and sometimes longer, although we follow shipments with tracer, insuring as prompt delivery as possible.

We ship your order the day we receive it or the date you specify, in case you order early. So that if you are not ready for the oats, get your order in, specify shipping date—so we can reserve them for you, and we will make shipment on the date you say; February 15th, March 1st or 15th, or April 1st. But whatever you do, get your order in with your shipping date, so we can reserve seed for you, as we must take care of orders in their turn.

Genuine Regenerated Swedish Select Oats

Do not confuse the Genuine Regenerated Swedish Select Oats with the ordinary Swedish Select Oats or Wisconsin No. 4, as they are sometimes called, which have been sold for years in the United States. They are not the same by any means. The Regenerated Swedish Select Oats have been made what they are by careful breeding. They are by no means in the same class at all with any of the ordinary Swedish Select Oats commonly used.

Also remember there is a difference between Canadian grown Regenerated Swedish Select and those which are grown here in the States. Canada is the natural home of the oat, and all our seed has been produced on the very richest and best oat land in America, giving the oats a chance to develop to their fullest extent.

We give special attention to the formaldehyding of our seed. You will have no trouble from smut in oats purchased from us.

Every farmer should have a seed patch of five to ten acres of this wonderful seed. It is a tremendous yielder, much earlier than the average oat; it has a large, white berry, well filled, plump, thin husk, and always tops the market. You will find the oat to stand well because of the heavy, stiff straw; this being a decided advantage, especially in the corn belt.

Our price is cheap when you stop to consider the splendid increase in yields that may be had by using large, plump, strong, vigorous seed oats that have made themselves so famous because of their tremendous producing qualities. Just remember, it is net results at the threshing machine that count, no matter what price you pay for the seed.

Here are our prices:

10 bushel lots and over, 32 lbs. to bushel, per bu.	**$2.00**
6 bushel lots, 32 lbs. to bushel, per bu.	**2.50**
4 bushel lots, 32 lbs. to bushel, per bu.	**2.75**
2 bushel lots, 32 lbs. to bushel, per bu.	**3.00**

Early New Market Oats

The original early oat of Canada. We have but a limited quantity of the Early New Market. It is considered Canada's all around early oat, and we are able to sell it for a little less money than the Regenerated Swedish Select. It is not liable to rust, has a very stiff straw, stands well, and it is very common to get from 80 to 100 bushels to the acre. In 1909 our fields of New Market Oats yielded 110 bushels to the acre.

You will note many splendid testimonials in this booklet regarding the producing qualities of this well-known, vigorous variety.

We are offering these oats at the following prices:

40 bushel and over, 32 lbs. to bushel, per bu.	**$1.40**
10 bushel and up to 40, 32 lbs. to bushel, per bu.	**1.50**
6 bushel and over, 32 lbs. to bushel, per bu.	**1.75**
2 bushel, 32 lbs. to bushel, per bu.	**2.00**

Black Victor Oats

We are only offering a very limited amount of this seed this year. In fact, we will only sell one carload, as we wish all the rest for our own seed purposes.

This black oat is a large, fine, plump berry, a most vigorous grower, stiff straw, and, as a matter of fact, one of the heaviest producing oats that we have ever seen.

We do not care to sell any large amount to any one man, as we much prefer to have the small amount that we have to sell widely distributed, and in the hands of persons who will give it a fair trial. We do not question in any way the result, for it is simply wonderful the way it has produced on our seed breeding farm.

The very limited amount that we have to offer can be had at the following prices, and we would prefer not to sell more than ten bushels to any one party:

10 bushel and over, 32 lbs. to bushel, per bu.	**$2.50**
6 bushel, 32 lbs. to bushel, per bu.	**2.75**
4 bushel, 32 lbs. to bushel, per bu.	**3.00**
2 bushel, 32 lbs. to bushel, per bu.	**3.25**

Tarter King Oats

Another very promising variety. Like the Black Victor, we will only have one carload to sell. We wish the rest of this seed for our own use.

It will be our purpose in the future right along to distribute in limited amounts the new varieties that we are developing, and in doing this it will often be necessary to request that every order be for only a limited amount. We would prefer not to receive orders for more than ten bushels of this variety.

You will find it to be a large, fine, plump white berry, and, like the Regenerated Swedish Select, it will be found to stand well in the field because of its heavy, stiff straw.

It is a heavy producer, and a very popular oat on the market. While they last they may be had at the following prices:

10 bushel and over, 32 lbs. to bushel, per bu.	**$2.50**
6 bushel, 32 lbs. to bushel, per bu.	**2.75**
4 bushel, 32 lbs. to bushel, per bu.	**3.00**
2 bushel, 32 lbs. to bushel, per bu.	**3.25**

TERMS: Cash with order, f. o. b. Waterloo, Iowa, or Minneapolis, Minn. Two bushels in a lot is the smallest quantity we sell, as we are not regular seed merchants and only sell by the bag We put these oats up in two-bushel bags. These prices include good, strong bags free, and are f. o. b. Waterloo, Iowa, or Minneapolis, Minnesota.

We will refund your money and pay freight both ways if the oats we ship you are not exactly like the sample we send you.

OUR GUARANTEE: We guarantee all oats to be clean and absolutely free from foul weed seed; that all orders shall be exactly like sample. Purchasers have right to return at our expense goods purchased from us, if this guarantee is not fulfilled.

Remember, we are oats specialists, and we grow these oats on our own farm. We believe in doing one thing and doing it right. For reference, write the Black Hawk National Bank, Citizens' Savings Bank, Iowa State Bank, Waterloo, Iowa, or the Northern Crown Bank. Sedley, Saskatchewan, Canada.

Get your order in early. Oats shipped in two-bushel bags—nothing smaller. Prices include bags free.
Always order an even number like two, six, eight, ten, twenty or forty bushels, etc.
Address all comunications to

Galloway Brothers-Bowman Co., Oat Specialists, Waterloo, Iowa